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ConocoPhillips Company

UNITED STATES DISTRICT COURT

NORTHERN DISTRICT OF CALIFORNIA

HOUTAN PETROLEUM, INC. Plaintiff, vs. CONOCOPHILLIPS COMPANY, a Texas corporation and DOES 1 through 10, Inclusive Defendants.	**Case No. 3:07-cv-5627 SC** **CONOCOPHILLIPS COMPANY'S OPPOSITION TO PLAINTIFF'S MOTION TO STRIKE TRIAL WITNESSES** **Pretrial Conference:** **February 6, 2008** **Time:** **10:00 a.m.** **Courtroom:** **1** **Before:** **Hon. Samuel Conti** **Trial Date:** **February 11, 2008** **Accompanying Documents:** **1) Exhibit A** **2) Exhibit B**

Defendant and Counter-Plaintiff ConocoPhillips Company ("ConocoPhillips") submits this opposition to Plaintiff's motion to strike trial witnesses (Docket No. 62).

I. INTRODUCTION

Plaintiff's asks the Court to exclude witnesses and documents disclosed by ConocoPhillips, claiming that ConocoPhillips' voluntary disclosures have caused some unspecified "prejudice." But Plaintiff can point to no discovery deadline imposed by Rule or court order with which ConocoPhillips has not complied. Plaintiff, moreover, fails to identify any discovery it has been prevented from taking, or even any that it wishes to take. In reality,

Plaintiff has known of most of ConocoPhillips' witnesses for months, but has chosen not to take a single deposition or serve any other discovery. Now it asks the Court to exclude ConocoPhillips' witnesses, but fails to demonstrate any legitimate basis for the request. Plaintiff's motion is a waste of time, intended only to harass ConocoPhillips as it prepares for trial, and it should be denied.

II. ARGUMENT

Plaintiff argues that the Court must exclude any witnesses not identified in ConocoPhillips' *initial* disclosures. One need only state the proposition to refute it. Indeed, Plaintiff cites no authority holding that parties may call at trial only witnesses identified in their initial disclosures.[1] In the ordinary case, of course, such disclosures are made just weeks after the action is commenced and months, or years, prior to trial. These disclosures are frequently modified, supplemented or amended as the parties conduct discovery and investigation. Initial disclosures are just that -- initial.

Here, ConocoPhillips was under no obligation to make any pre-trial disclosures. The Court ordered deadline for initial disclosures was February 15, 2008. (Docket No. 2.) When the Court advanced the trial date to February 11, it chose not to reset this deadline and required no pre-trial disclosures (of experts or fact witnesses). ConocoPhillips offered to make *voluntary* disclosures to afford both parties at least a cursory opportunity to conduct some case preparation. ConocoPhillips made its *voluntary* disclosures on the agreed upon date, as Plaintiff admits. It subsequently learned of additional necessary witnesses, and promptly disclosed them the same week -- last week -- that the parties made their initial disclosures. Plaintiff's claim that this has somehow caused it prejudice is without merit.

The parties also agreed to make *voluntary* early expert disclosures. (Pursuant to Rule 26 the expert disclosure deadline in this case was March 25, 90 days prior to the original June 23, 2008 trial date.) ConocoPhillips disclosed its expert witness, Peter Morrison, and provided Mr.

[1] Plaintiff does cite various cases holding that parties may not use witnesses they failed to identify in *interrogatory* responses, apparently to suggest to the Court that ConocoPhillips has refused to identify witnesses about whom Plaintiff has inquired. Plaintiff, however, has not served any interrogatories, and ConocoPhillips has not refused to identify its witnesses.

Morrison's summary appraisal report on January 28, 2008, per the parties' agreement. Counsel for ConocoPhillips subsequently obtained a more extensive appraisal report four days later, and produced it to Plaintiff *that same day*. (Ex. A.) ConocoPhillips also learned that one of Mr. Morrison's colleagues, Robert Wintz, was involved in the preparation of the appraisal report, and disclosed his identity as well. (Ex. B.) This has caused no harm to Plaintiff, which remains free to depose either or both experts.[2]

Plaintiff's claim that it has been "irreparably prejudiced" is spurious. Under the Court's trial order, the parties were not required to make any disclosures. ConocoPhillips nevertheless voluntarily provided disclosures, and has made continuing disclosures of newly discovered witnesses immediately upon learning their identities. Plaintiff has known the identity of most of ConocoPhillips' key witnesses since October 2007, when ConocoPhillips submitted numerous witness declarations in opposition to Plaintiff's motion for preliminary injunction. It has deposed none of them. With trial now at hand, Plaintiff may regret that it chose such a strategy, but the choice was Plaintiff's alone.

III. CONCLUSION

Parties must have flexibility to conduct necessary investigation and preparation, and to use at trial the witnesses and evidence such efforts reveal. Here, ConocoPhillips has gone beyond what was required by the Rules and this Court's orders, and has disclosed all witnesses and documents of which it is currently aware. No cause exists for exclusion of ConocoPhillips' witnesses, particularly its expert witnesses, a sanction that, given the nature of the action, would be the equivalent of entering ConocoPhillips' default.

Dated: February 4, 2008

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By _____
Attorneys for Defendant and Counter-Plaintiff ConocoPhillips Company

[2] In fact, Plaintiff has not served a notice of deposition for either expert, or any other individual.

EXHIBIT A

Adam Friedenberg

From: Adam Friedenberg
Sent: Thursday, January 31, 2008 5:06 PM
To: 'glebedev@bleaufox.com'
Subject: Houtan
Attachments: MS Pricing.pdf; 255661 - Mountain View CA - Final Report (50003591 Phase 1).pdf; COP Field Form.pdf

Gennady, here are additional documents on which ConocoPhillips intends to rely at trial, including the full appraisal report from Valuation Research Corporation.

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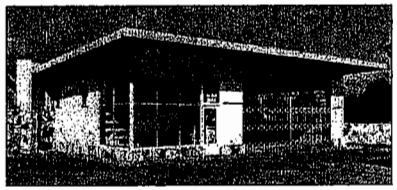
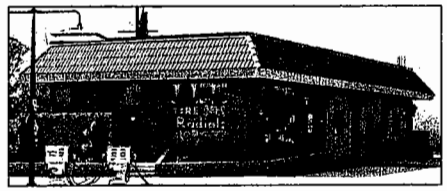
SERVICE STATIONS

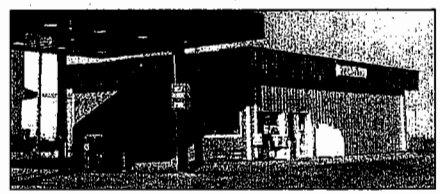
The following costs are based on median costs per square foot of complete stations, including design fees, excluding equipment such as hoists and compressors, car washes, food service and display fixtures, and all exterior equipment and improvements. Area includes office, storage, sales, restroom and lube areas for service bay stations. Square foot costs include base electric cost and interior circuits. Exterior circuits must be added. Heating and cooling should be adjusted from this section or Section 53. Add canopies from Page 2.



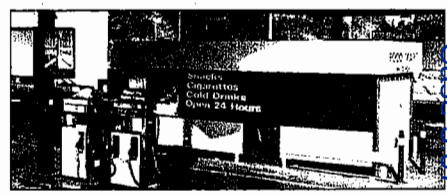
1. LOW COST



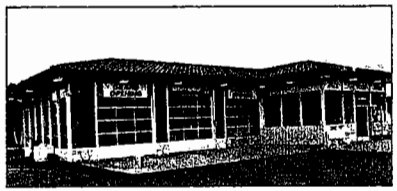
2. AVERAGE



5. LOW-COST FOOD BOOTH



6. AVERAGE FOOD BOOTH



3. GOOD

4. EXCELLENT

7. AVERAGE FOOD BOOTH

8. GOOD FOOD BOOTH

STATIONS WITH SERVICE BAYS (408)

CLASS	TYPE	EXTERIOR WALLS	INTERIOR	LIGHTING & PLUMBING	HEAT	COST Sq. M.	COST Cu. Ft.	COST Sq. Ft.
S-C	Excellent	Best steel or brick, masonry trim, good fenestration, garage doors	Good finish, best workmanship, many built-in features, tire racks, etc.	Six to eight good commercial plumbing fixtures, good electrical	Package A.C.	$1,544.20	$11.96	$143.46
	Good	Good steel or brick, sectional doors, good sash, large overhangs	Ranch or suburban style, tiled restrooms, good office	Average commercial fixtures, adequate interior circuits	Space heaters	1,234.52	9.56	114.69
	Average	Average painted steel or block, little trim, small overhangs	Present-day station, small office, storage, restrooms	Five to six low-cost commercial plumbing fixtures, standard electrical	Space heaters	1,022.90	7.92	95.03
	Low cost	Painted steel, inexpensive sash and doors or gates	Older station, minimum finishes, few built-in items	Four residential-type fixtures, minimum interior electrical	Space heaters	848.10	6.57	78.79
D	Good	Good sidings, sectional doors, good sash, large overhangs	Ranch or suburban style, tiled restroom, good office	Average commercial fixtures, adequate interior circuits	Space heaters	1,019.78	7.90	94.74
	Average	Siding or metal on wood frame, little trim, small overhangs	Present-day station, small office, storage, restrooms	Five to six low-cost commercial plumbing fixtures, standard electrical	Space heater	854.45	6.62	79.38
	Low cost	Siding or stucco, inexpensive sash and doors or gates	Older station, minimum finishes, few built-in items	Two to three low-cost fixtures, minimum interior circuits	Space heaters	716.45	5.55	66.56
	Cheap	Low-cost siding or stucco, cheap sash and gates	Substandard, older station, minimal finishes	Two cheap plumbing fixtures, minimum incandescent lighting	None	581.58	4.50	54.03

PREFABRICATED FOOD BOOTHS (465)

S	Good	Good enameled prefinished steel, good front, masonry trim	Good acoustic, ceramic tile, security partitioning, walk-in box	Good lighting and outlets, restroom, standard fixtures	Package A.C.	$1,923.20	$14.89	$178.67
	Average	Sandwich panels, small front, some trim or mansard	Typical food booth, some extras, adequate support, cooler areas	Adequate electrical, approx. one plumbing fixture each 175 sq. ft.	Package A.C.	1,684.89	13.04	156.53
	Low cost	Painted steel panels, low cost sash and fascia	Acoustic tile, vinyl composition, limited partitions, built-in cooler	Minimum diplay and wiring plumbing	Package A.C	1,477.14	11.44	137.23

The base wall height is 12 feet (3.66 meters), excluding gables, add or deduct 2% for each foot (.305 meter) of deviation. Adjust for size and shape and heat from tables on Page 2. For small kiosks, see Page 2; car washes, see Pages 4–6; large convenience markets or site-built structures, truck stop restaurants, see Section 13 or 43; mini-lube and service garage buildings or sheds, see Section 14 or 44.

SERVICE STATIONS

FLOOR AREA/SHAPE MULTIPLIERS

AREA PER UNIT		MULTIPLIER		AREA PER UNIT		MULTIPLIER	
Sq. M.	Sq. Ft.	Food Booths, Carwashes	Service Stations	Sq. M.	Sq. Ft.	Food Booths, Carwashes	Service Stations
37	400	1.118	1.525	242	2,600	.891	.812
56	600	1.064	1.330	260	2,800	.883	.792
74	800	1.027	1.207	297	3,200	.869	.757
93	1,000	1.000	1.120	334	3,600	.856	.728
111	1,200	.978	1.053	372	4,000	.846	.702
130	1,400	.960	1.000	409	4,400	.836	.680
149	1,600	.945	.956	446	4,800	.827	.660
167	1,800	.932	.919	483	5,200	.819	.642
186	2,000	.920	.887	520	5,600	.812	.627
204	2,200	.909	.859	557	6,000	.805	-----
223	2,400	.900	.834	743	8,000	.775	-----

CANOPIES – Costs per square foot of covered area including light fixtures and supports. Wiring costs are included in electrical costs, if all circuits are counted. Add 10% for gable or ranch style, 25% for round. Add for roof covering from Section 57. Individually designed or highly ornamented canopies can cost 100% more.

	Low Cost	Average	Good	Excellent
Concrete tees	$19.25	$22.25	$26.25	$30.75
Steel	16.50	21.25	27.00	34.25
Wood frame and sheathing	14.50	18.25	22.50	28.25

SMALL SELF-SERVICE BOOTHS

Average costs per square foot, typical 8' wall height for complete booth, excluding all exterior equipment and improvements. Electrical costs are for booth lighting only; add other circuits from unit costs to the right. Canopies should be added from the table above, heat from this Section on a cost-per-ton basis or from Section 53. For masonry booths, use comparable steel costs.

LOW COST – This is an older, open-style, uninsulated booth with minimum electrical and no plumbing. Cost range can be used to price miscellaneous storage structures. Small tire display cabinet structures will cost $21.50 to $23.25 per square foot.

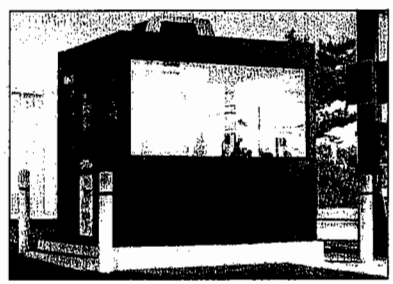
Siding-Stucco-Glass Construction				Steel-Glass or Masonry			
Area	Cost	Area	Cost	Area	Cost	Area	Cost
25	$164.25	75	$103.25	25	$183.00	75	$115.25
50	122.50	100	91.50	50	136.50	100	102.25

AVERAGE STEEL – Typical of present-day cashier booths, with good electrical and no plumbing or heat. Add 25% for bullet-proof glass or see Section 55.

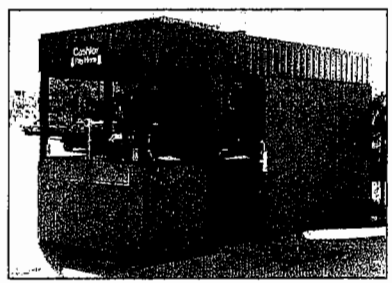
50	$240.00	75.0	$188.25	100	$158.50	125	$138.75

GOOD STEEL – Good security structure with bullet-proof glass and two or three commercial plumbing fixtures. For intercom system, add $450 plus $115 per speaker.

75	$340.75	100	$284.00	150	$219.50	200	$183.00



9. AVERAGE



10. GOOD

NOTE: For small kiosk storage buildings, use Average booth costs, less 10%. For small separate restroom buildings, use Good booth costs, less 5%.

BUILDING IMPROVEMENT UNIT COSTS

All costs are for completely installed items. They include costs of design, engineering and contractors' profit and overhead, as well as a prorated share of miscellaneous ancillary costs.

	Low Cost	Average	Good	Excellent
FLOOR AND FOUNDATION – Cost per square foot of floor area.				
Concrete slab	$ 6.00	$ 7.05	$ 8.40	$ 9.95
Wood floor structure	8.25	9.25	10.55	11.85
Add for floor covering from Section 52.				
ROOF – Cost per square foot of roof area.				
Steel prefabricated frame and decking	$19.00	$21.00	$23.75	$27.00
Wood frame and sheathing	10.25	11.00	11.75	12.50
Add for roof covering from Section 57. For ceilings under gable roofs, see Section 52.				
WALLS – Cost per square foot of exterior wall area.				
Steel and glass, painted	$20.00	$22.25	$24.50	$27.25
Steel and glass, porcelainized	22.25	24.50	27.75	31.00
Steel panels, masonry veneer	25.00	28.25	32.25	37.25
Steel panels, block backup	24.25	27.25	30.00	33.50
Wood frame, stucco or siding	17.75	19.00	20.00	21.50
Wood frame, brick veneer	21.50	23.25	25.50	27.75
Brick masonry	23.50	26.00	29.50	32.25
Concrete block	19.00	20.50	23.00	25.50
Overhead steel or aluminum doors	14.00	16.00	18.50	21.00
sectional, roll-up	14.50	17.25	20.00	23.25
Overhead plastic doors	12.50	14.25	16.00	18.00
Overhead wood doors	11.50	13.00	14.50	16.50
Folding steel gates	15.25	17.25	19.25	21.50
Add for electric door operator	$950	$1,100	$1,225	$1,400
Add for ceramic tile from Section 55. See Section 56 for store front entries.				
PARTITIONS – Cost per square foot of partition, including doors.				
Concrete block	$13.00	$14.25	$16.00	$18.00
Metal	15.00	16.50	18.50	20.50
Metal and glass, security	22.50	27.50	32.75	39.50
Wood frame, drywall (plaster, add 15% to 20%)	9.50	10.50	11.50	12.50
Add for cabinetry from Section 52.				
ELECTRICAL				
Base cost per station	$5,550	$6,475	$7,475	$8,650
Add per circuit	400	450	525	600
PLUMBING				
Cost per fixture	$1,425	$1,725	$2,100	$2,550
Count fountains without cooling as 1/2 fixture. Hot water heaters count as one fixture.				

HEATING – Average cost per square foot of heated area. If the heating found in the station being appraised is different from that indicated for the base being used, take the difference between the costs of the two and add to or subtract from the base square foot cost. If a cubic foot cost is used, use one-twelfth the difference shown to adjust the base cubic foot costs. All of the heating costs included in the base costs are those listed under "Moderate Climate". For specific system costs not found below, see Section 53.

	SQUARE METER COSTS			SQUARE FOOT COSTS		
TYPE	Mild Climate	Moderate Climate	Extreme Climate	Mild Climate	Moderate Climate	Extreme Climate
Forced air furnace	$24.76	$37.14	$ 54.90	$2.30	$3.45	$ 5.10
Space heaters, suspended	13.46	20.45	29.60	1.25	1.90	2.75
Wall furnace	15.61	18.84	24.22	1.45	1.75	2.25
Package A.C. (short ductwork)	47.36	72.12	109.25	4.40	6.70	10.15
Heat pump system	50.05	81.27	130.78	4.65	7.55	12.15
Evaporative coolers	22.07	29.06	37.67	2.05	2.70	3.50
Individual thru-wall heat pump	29.06	38.21	50.05	2.70	3.55	4.65

Small individual heat pumps cost $1,250 to $1,700 per ton of rated capacity.

YARD IMPROVEMENTS

PAVING

Cost per square foot	LOW COST	AVERAGE	GOOD
Concrete islands	$ 8.25	$ 9.50	$ 11.00
Island pump shelters, including lighting/supports	41.00	53.50	69.50
5" – 6" concrete, approaches and drives	3.45	4.60	5.70
4" concrete, walks, etc.	2.85	3.70	4.60
Apron channel drain and grate, per linear foot	54.00	69.50	88.25
Asphalt	1.75	2.60	3.15
6" curb, per linear foot	8.00	10.00	12.60
Precast concrete bumpers, per linear foot	4.30	5.45	7.15
Wood bumpers, per linear foot	4.00	5.70	7.75
Metal guard rail, pipe or posts, per linear foot	19.00	25.25	34.00

YARD LIGHTING

Cost per pole, 12'	$ 750	$ 925	$1,175
Cost per pole, 24'	1,125	1,350	1,700
Add per fixture, incandescent	350	425	575
fluorescent or quartz-iodine	675	800	925
mercury vapor	725	950	1,325
high-pressure sodium or metal halide	825	1,175	1,650

SIGNS

Cost per square foot of signs includes installation, lighting and wiring, but not cost of poles or structural supports.

	COST RANGE
Illuminated plastic, add 35% for 2 sides	$ 67.25 – $140.75
Metal, painted two sides	44.00 – 66.00
painted one side	35.50 – 51.50
Add for porcelainized metal, per face	8.00 – 10.25
Add for neon tubing, per face	35% – 45%
Plastic interior lighting	54.00 – 78.00
Spheres, per foot of diameter, including post	600.00 – 875.00

Installation amounts to 18% to 25% of total cost.

SIGN POSTS OR POLES

Cost per linear foot of poles set in concrete and painted. For tapered poles, use the diameter at the base. For cantilevered posts, add 50% to the cost. Decorative pole covers cost $1,350 to $3,025 each.

4"	$40.00 – $ 53.00	10"	$ 81.00 – $129.00
6"	54.00 – 80.00	12"	93.00 – 157.00
8"	69.00 – 104.00	14"	104.00 – 181.00

PIPING

Average cost: $950 to $1,250 per pump or dispenser per product, plus $625 to $825 per tank, plus $325 to $425 for each air and water well or stand. Add 50% for double wall installations.

EQUIPMENT

Miscellaneous office and garage repair and lube equipment, cash registers, safes, fume exhausters, etc., not listed below, can be found in Section 65. See Section 61 for Tanks.

OFFICE OR BOOTH EQUIPMENT

Electronic remote control totalizer, per hose	$1,175 – $ 2,100
Computer cabinet	1,200 – 1,600
Tank monitor console	3,475.– 6,300
Food booth shelving, gondolas, etc., per booth	3,150 – 12,625
merchandise freezer, each	3,975 – 5,675
walk-in cooler, per square foot	90 – 145

AIR COMPRESSORS

H.P.	COST RANGE	H.P.	COST RANGE	H.P.	COST RANGE
1/3	$1,050 – $1,250	1½	$2,300 – $2,775	7½	$4,750 – $5,600
1/2	1,350 – 1,625	2	2,575 – 3,100	10	5,400 – 6,475
3/4	1,650 – 1,950	3	3,025 – 3,600	15	6,600 – 7,850
1	1,925 – 2,225	5	3,700 – 4,425	20	7,575 – 9,050

If the cost without installation is desired, deduct 30% on small size; 25% on medium, 20% on large sizes.

HOISTS

Frame, lift (in-ground)	COST RANGE		COST RANGE
auto, 8,000-lb. single post	$ 6,725 – $ 7,950	8,000-lb. double post	$ 8,600 – $10,425
truck, 11,000-lb. double post	9,200 – 11,025	16,500-lb. double post	12,250 – 14,075
truck, 19,500-lb. double post	13,175 – 14,725	24,000-lb. double post	15,325 – 17,450
bus or heavy truck		36,000-lb. double post	18,975 – 21,450
Drive-on (surface mount)			
auto, 7,000-lb. four post	$8,275 – $10,100	8,000-lb. single post	$ 7,350 – $ 8,600
truck, 12,000-lb. four post	9,500 – 11,325		

Large commercial-type grease pits with air and electric outlets cost $9.25 to $13.25 per cubic foot. Installation cost of hoists is approximately 20% to 30% of the total cost.

PUMPS AND DISPENSERS

Mechanical dispenser including vapor recovery, exclusive of submerged pumps	
single	$ 3,175 – $ 4,100
twin	4,725 – 6,000
Electronic dispenser including vapor recovery, exclusive of submerged pumps	
single	5,375 – 7,250
twin	7,250 – 9,800
three hose	10,100 – 14,825
Add for double- (two-) sided operation	3,800 – 4,400
Add to all multiple types for mixed products, per hose	275 – 450
Add for point of purchase, per acceptor	2,525 – 3,175
Add to all types for integral suction pump, per dispenser	400 – 575
Submerged pumps, one pump may serve several dispensers	
1/3 horsepower	1,150 – 1,375
3/4 horsepower	1,350 – 1,725
1½ horsepower	1,700 – 2,100
Industrial or Commercial pumps	2,250 – 2,875
Add for ticket printer and counter	425 – 600
Consumer pumps, electric	875 – 1,775
Utility pumps, electric, farm and ranch type	600 – 915
Hand pumps, farm and ranch type	290 – 440

Costs include 10% installation cost on aboveground items, 20% for submerged pumps. For piping, see table to the left. Monitoring systems, see tanks, Section 61.

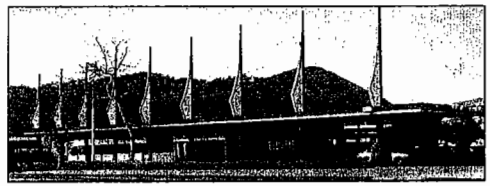
AIR AND WATER SERVICE

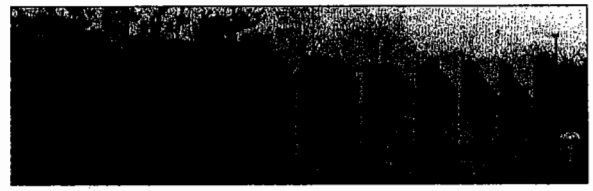
Cost per unit	LOW COST	AVERAGE	GOOD
Air and water wells, disappearing hose	$ 475	$ 600	$ 750
Automatic tire inflater	1,125	1,300	1,550
Single swing-arm stand	375	450	550
Water or air hydrant	350	400	450

CAR WASHES

AUTOMATIC CAR WASHES

Full-service or tunnel car wash service buildings include finished office/sales area, locker and restrooms and basic equipment room. Canopies are priced separately.





AUTOMATIC CAR WASHES (436)

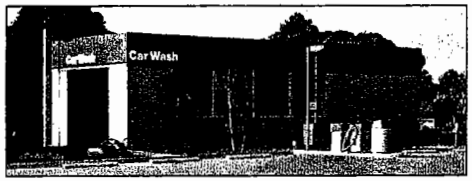
CLASS	TYPE	EXTERIOR WALLS	INTERIOR	LIGHTING & PLUMBING	HEAT	COST Sq. M.	COST Cu. Ft.	COST Sq. Ft.
C	Excellent	Best stone or brick, masonry trim, good fenestration, ornamentation	Good finish, best workmanship, many built-in features, waiting area	Good electrical, good commercial plumbing fixtures	Package A.C.	$1,742.48	$13.49	$161.88
	Good	Good block or brick, good storefront and trim	Good office and retail space, tiled floors, restrooms, glazed view area	Average commercial fixtures, adequate interior circuits	Package A.C.	1,323.97	10.25	123.00
	Average	Average block or brick, little trim, small storefront	Small office, storage, restrooms, locker room, vinyl and carpet	Adequate commercial plumbing fixtures, standard electrical	Forced air	976.94	7.56	90.76
	Low cost	Concrete block, inexpensive sash and doors	Minimum finishes, vinyl composition tile, few built-in items	Minimum interior electrical and plumbing fixtures	Space heaters	724.20	5.61	67.28
D	Excellent	Best stucco, EIFS or masonry veneer, good fenestration, ornament.	Good finish, best workmanship, many built-in features, waiting area	Good electrical, good commercial plumbing fixtures	Package A.C.	1,685.00	13.05	156.54
	Good	Good stucco or brick veneer, good storefront and trim	Good office and retail space, tiled floors, restrooms, glazed view area	Average commercial fixtures, adequate interior circuits	Package A.C.	1,276.07	9.88	118.55
	Average	Average stucco or siding, little trim, small storefront	Small office, storage, restrooms, locker room, vinyl and carpet	Adequate commercial plumbing fixtures, standard electrical	Forced air	937.65	7.26	87.11
	Low cost	Stucco or siding, inexpensive sash and doors	Minimum finishes, vinyl composition tile, few built-in items	Minimum interior electrical and plumbing fixtures	Space heaters	692.02	5.36	64.29
S	Excellent	Best steel, masonry trim, good fenestration and ornamentation	Good finish, best workmanship, many built-in features, waiting area	Good electrical, good commercial plumbing fixtures	Package A.C.	1,681.44	13.02	156.21
	Good	Good steel, good storefront and trim	Good office and retail space, tiled floors, restrooms, glazed view area	Average commercial fixtures, adequate interior circuits	Package A.C.	1,264.55	9.79	117.48
	Average	Average painted steel, little trim, small storefront	Small office, storage, restrooms, locker room, vinyl and carpet	Adequate commercial plumbing fixtures, standard electrical	Forced air	922.37	7.14	85.69
	Low cost	Painted steel, inexpensive sash and doors	Minimum finishes, vinyl composition tile, few built-in items	Minimum interior electrical and plumbing fixtures	Space heaters	675.76	5.23	62.78

CARWASH CANOPIES (508)

CLASS	TYPE	DESCRIPTION	Cost Per Sq. M.	Cost Per Sq. Ft.
CDS	Excellent	Good tunnel walls and doors, concrete, built-up or steel roof, concrete floor, lighting, drains, sump, no heat	$752.73	$69.93
	Very good	Good tunnel walls and roof structure, open ends, concrete floor, good electrical and drains, sump, no heat	613.76	57.02
	Good	Some tunnel knee walls or column ornamentation, good roof and supports, electrical, concrete floor, drains	501.06	46.55
	Average	No walls, entrance, service canopy, metal or wood frame, finished soffit, lighting, concrete floor	334.55	31.08
	Fair	No walls, average canopy, decorative columns, adequate lighting, concrete floor	222.28	20.65
	Low cost	No walls, shade, patio cover, metal or wood, minimum electrical, concrete paving	147.57	13.71
	Cheap	No walls, light steel, fiberglass or shade netting roof on low-cost pipe, asphalt, minimum electrical, auto detail area	98.06	9.11

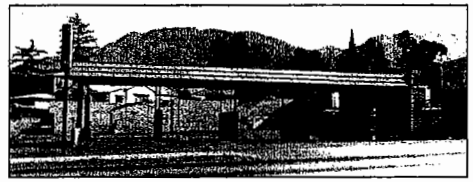
The base wall height is 12 feet (3.66 meters), excluding gables; add or deduct 2% for each foot (.305 meter) of deviation. Adjust for size and shape and heat from tables on Page 2. Do not use shape table for canopies without walls, but the height adjustment will apply. For equipment costs, see Page 6. For fire sprinklers, see Section 14 or 44. For second floor office/apartments, see Section 12. Mini-lube garages, see Section 14. For floor heat, add $5.00 to $12.60 per square foot of heated area ($53.82 to $135.63 per square meter). For automatic door operators, add $950 to $1,325 each.

CAR WASHES



DRIVE-THRU CAR WASHES

Small single-car drive-thru roll-over-robot type automated car washes cost $82,500 to $169,500 including equipment and building shell. Large commercial truck and municipal fleet washes cost $260,000 to $515,000 per bay. Add yard improvements from Page 3.



SELF-SERVE CAR WASHES

Small coin-operated washes for self-serve user operation typically cost $38,000 to $63,750 per stall, including equipment and building. An open eight-bay facility may go as low as $29,250 per stall. Costs do not include yard improvements, which may run 15% to 25% of stall costs.

DRIVE-THRU WASHES (435, 185)

CLASS	TYPE	EXTERIOR WALLS	INTERIOR	LIGHTING & PLUMBING	HEAT	COST Sq. M.	COST Cu. Ft.	COST Sq. Ft.
C	Excellent	Best block or concrete, masonry trim, good tunnel doors, roof and trim	Good finish, drains and sump, small storage, office and/or waiting area	Good electrical, good commercial fixtures and outlets	Space heaters	$1,106.11	$8.56	$102.76
	Good	Decorative block or tilt-up, tunnel doors, good roof and trim	Unfinished, concrete floor, good drains and sump	Good lighting and outlets, adequate water	Space heaters	941.31	7.29	87.45
	Average	Open ends, block or low-cost brick, average roof cover, little trim	Unfinished, concrete floor, drains, sump	Adequate electrical and water service and outlets	None	782.44	6.06	72.69
	Low cost	Side walls only, concrete block, shed or flat roof, very plain	Unfinished, concrete floor, adequate drains	Adequate electrical and water service and outlets	None	664.35	5.14	61.72
D	Good	Good stucco, siding or brick veneer, tunnel doors, good roof	Unfinished, concrete floor, good drains and sump	Good lighting and outlets, adequate water	Space heaters	901.59	6.98	83.76
	Average	Open ends, stucco or siding, average roof cover	Unfinished, concrete floor, drains, sump	Adequate electrical and water service and outlets	None	747.24	5.79	69.42
	Low cost	Side walls only, low-cost siding	Unfinished, concrete floor, drains	Adequate electrical and water	None	633.14	4.90	58.82
S	Excellent	Best steel, masonry trim, good tunnel doors, roof and trim	Good finish, drains and sump, small storage, office and/or waiting area	Good electrical, good commercial fixtures and outlets	Space heaters	1,085.01	8.40	100.80
	Good	Good metal and steel frame, tunnel doors, good roof and trim	Unfinished, concrete floor, good drains and sump	Good lighting and outlets, adequate water	Space heaters	907.30	7.02	84.29
	Average	Open ends, enameled siding on light frame, little trim	Unfinished, concrete floor, drains, sump	Adequate electrical and water service and outlets	None	740.13	5.73	68.76
	Low cost	Side walls only, low-cost siding on steel frame, shed or flat roof	Unfinished, concrete floor, adequate drains	Adequate electrical and water service and outlets	None	617.21	4.78	57.34
	Cheap	Light pre-engineered metal bldg.	Unfinished, concrete floor, drains	Minimum electrical and water service	None	512.37	3.97	47.60

SELF-SERVE CAR WASHES (434)

C	Excellent	Best block or brick, masonry or EIFS trim, good tiled bays and roof	Unfinished, concrete floor, good drains and sump, equipment room	Good electrical, good commercial fixtures	Space heaters	$974.68	$7.55	$90.55
	Good	Decorative block or brick, bay doors, good roof	Unfinished, concrete floor, good drains and sump, equipment room	Good lighting and outlets, adequate water	Space heaters	778.13	6.02	72.29
	Average	End and bay walls only, block or low-cost brick, average roof cover, trim	Unfinished, concrete floor, adequate drains and sump, equipment room	Adequate electrical and water service and outlets	None	603.00	4.67	56.02
	Low cost	End and half-bay walls only, concrete block, shed or flat roof	Unfinished, concrete floor, adequate drains, sump, equipment room	Adequate electrical and water service and outlets	None	479.32	3.71	44.53
D	Good	Good stucco, siding or brick veneer, bay doors, good roof	Unfinished, concrete floor, good drains and sump, equipment room	Good lighting and outlets, adequate water	Space heaters	738.95	5.72	68.65
	Average	End and bay walls only, stucco or siding, average roof and trim	Unfinished, concrete floor, adequate drains and sump, equipment room	Adequate electrical and water service and outlets	None	567.91	4.40	52.76
	Low cost	End and half-bay walls only, low-cost siding or stucco	Unfinished, concrete floor, adequate drains, sump, equipment room	Adequate electrical and water service and outlets	None	448.32	3.47	41.65
S	Good	Good metal and steel frame, bay doors, good roof	Unfinished, concrete floor, good drains and sump, equipment room	Good lighting and outlets, adequate water	Space heaters	740.46	5.73	68.79
	Average	End and bay walls only, enameled siding on light frame	Unfinished, concrete floor, adequate drains and sump, equipment room	Adequate electrical and water service and outlets	None	556.28	4.31	51.68
	Low cost	End and half-bay walls only, low-cost siding on steel frame	Unfinished, concrete floor, adequate drains, sump, equipment room	Adequate electrical and water service and outlets	None	429.27	3.32	39.88

NOTE: For refinement notes, see bottom of Page 4.

CAR WASHES

EQUIPMENT COSTS

Equipment costs cover all equipment for standard tunnel-type car washes, but do not include building improvements, service station equipment, paving, signs, etc. Number of cars washed per hour is a function of the length of the wash line and the quantity and quality of the equipment. Low Cost classification is for the semi-automatic wash, while the Good car wash is fully automated with personnel only for interior cleaning and before and after service commensurate with the capacity (length) of the line. For a detailed breakdown of the equipment costs, see table below. The 30' to 50' cost range includes self-wash tunnels.

LENGTH OF LINE	LOW COST	AVERAGE	GOOD
30' (incl. self-console control)	$ 54,500	$ 77,000	$108,500
50'	108,250	136,000	172,000
75'	150,500	182,750	222,750
100'	180,500	216,000	258,750
125'	204,000	241,500	286,250
150'	223,250	262,750	309,250

UNIT COSTS	COST RANGE
Vacuum station, complete	$ 9,750 – $17,250
Conveyor 30'	14,000 – 22,000
Conveyor 50'	19,000 – 29,500
Conveyor 75'	23,750 – 37,000
Conveyor 100'	28,750 – 43,500
Conveyor 125'	32,250 – 49,250
Conveyor 150'	36,250 – 54,000
Tire brush washer	7,900 – 10,100
Tire solution applicator, inc. pump	3,025 – 3,800
Prep. hand gun	4,400 – 7,575
Undercarriage flush	1,900 – 2,625
Applicator arch (pre-final rinse or wax), each	2,800 – 4,400
Rinse and wax deluxe arch combo	7,950 – 10,425
Polish and wax arch combo	12,000 – 18,500
Mitting curtains	17,750 – 24,500
Brushes side panel	8,500 – 12,750
side and top combo	28,750 – 32,250
Hydraulic power PAC, each	4,100 – 6,925
Motor control	10,425 – 18,925
computer console	5,700 – 11,325
Solution feed, pump	5,000 – 7,900
Water reclamation/filtration	30,250 – 53,500
Air-dry blower	19,000 – 36,250
Washing machine, extractor	5,000 – 9,500
Mitting trough, hand wash, each	630 – 1,250
SELF-SERVE WASH AND DRIVE-THRU	
Self-wash assembly equipment base, including hot water	$ 8,275 – $ 22,675
add per bay (including basic soap, wax, rinses)	4,900 – 9,500
degreaser-foam brush cleaner, extra waxes, base cost each	2,150 – 2,750
add per bay	725 – 1,600
Roll-over-robot, self-drive-thru, equipment base	40,250 – 62,500
deluxe, including brushless (touch-free) and truck friction system	69,500 – 101,000
add arch applicators from table above	
Pay entry, computerized communication system and signage	5,075 – 10,600
Heat freeze protection	1,250 – 3,800
Air-dry blower	16,250 – 29,000
Water softener	2,525 – 7,550
Water reclamation/filtration (for truck-fleet washes, see tunnel costs above)	6,300 – 34,600
Vacuum, per exterior station (interior installations, less 25%)	1,500 – 3,425
Change machine/automated pay station	2,925 – 6,300
Towel vending machine	485 – 715

GREENHOUSES

RESIDENTIAL GREENHOUSES

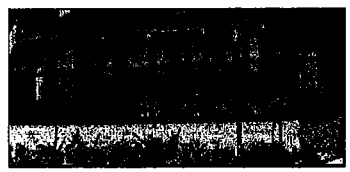
The following are average costs per square foot for stock residential greenhouses with standard glazing of double strength glass with one end wall door. Foundations and vents are included but no floor, heat, electrical, plumbing or watering devices. Costs are based on professional labor. For amateur workmanship, decrease costs by 15% to 25%. The low end of the cost range represents wood or cheap aluminum greenhouses with plain stem walls while the high end is a weatherproofed, concealed connection, tubular framed structure. The high-end, good colored frame may be full length or set on a high cost masonry stem wall. Custom designed installations can run 25% higher. Cheap pipe frame structures can run 25% lower. For polyethylene covers, deduct 20% to 25%.

AREA SQ. FT.	EVEN SPAN COST RANGE	PLAIN GABLE END WALL DEDUCTION	LEAN-TO COST RANGE
50	$48.75 – $76.25	$200 – $ 275	$48.00 – $80.75
100	41.75 – 65.25	435 – 575	40.00 – 66.50
150	38.25 – 59.75	435 – 575	35.75 – 59.75
200	35.75 – 56.00	555 – 715	33.25 – 55.25
250	34.00 – 53.25	555 – 715	31.25 – 51.75
300	32.75 – 51.25	555 – 715	30.00 – 49.25
400	31.00 – 48.00	700 – 970	27.75 – 45.25
600	28.00 – 43.75	700 – 970	25.00 – 40.75
800	26.50 – 41.00	700 – 970	23.00 – 37.75
1,000	25.25 – 39.25	870 – 1,240	----- -----

For gable end doors, add or deduct $505 to $1,145 each. For commercial doors, add 25%.
For tempered or laminated safety glass or structural polycarbonate, add 25%.
For tinted or heat reflective glass, add 15% to 20%. For insulated glass, add 40% to 80%.
Heaters – $550 to $910; Humidifiers – $440 to $1,260; Coolers – $880 to $1,405; Ventilating fans – $275 to $630.0; Planting benches – $3.75 to $10.25 per square foot of bench.
Partitions, glazed, per square foot of partition – $9.25 to $112.50.
For commercial growing greenhouses, see Section 17. For institutional, see section 18.

SOLAR ROOMS

The following are average costs per square foot for three-sided lean-to glass solar rooms with curved eaves attached to a permanent structure used for living space or commercial applications. Costs include one end wall door, foundations and vents or windows. Floor, heat, electrical and plumbing are not included. The low end of the cost range represents tempered glazing in a good metal tubular frame while the high end has insulated, coated and tinted safety glass. Custom designed installations can run up to 50% higher depending on the quality of finish work.



AREA SQ. FT.	COST RANGE	AREA SQ. FT.	COST RANGE
50	$88.00 – $237.25	**300**	$56.00 – $152.00
100	74.25 – 199.75	**400**	52.50 – 141.50
150	66.75 – 180.50	**600**	47.50 – 128.00
200	62.00 – 168.00	**800**	44.00 – 119.00
250	59.25 – 159.25	**1,000**	41.75 – 113.00

For gable end and door adjustments, see table above including glazing additives.
Extra tall bays, add 15%. For laminated wood framing, add 10%. Straight eaves, deduct 7%.
For corner hips and valleys, add $23.75 to $40.75 per square foot to corner area.
For decorative lights incorporated into frame members, add $15.50 to $23.25 per linear foot.
For built-in shades, add $10.50 to $22.50 per square foot of covered area. For motorized operation, add $735.00 to $1,675.00 per operator.

LIFE EXPECTANCY GUIDELINES

TYPICAL BUILDING LIVES

OCCUPANCY	CLASS	A	B	C	D	S
SECTIONS 18 & 48, SCHOOL BUILDINGS (Continued)						
Field houses, excellent		50	50	45	40	40
	average and good	45	45	40	35	35
	low cost	-----	-----	35	30	30
	cheap	-----	-----	-----	25	25
Fine arts buildings, excellent		-----	-----	45	-----	-----
	average and good	45	45	40	35	35
	low cost	-----	-----	35	30	30
Gymnasiums, excellent		50	50	45	40	-----
	average and good	45	45	40	35	35
	cheap and low cost	-----	-----	35	30	30
Institutional greenhouses, very good and excellent		-----	-----	-----	-----	40
	good	-----	-----	-----	-----	35
	fair and average	-----	-----	-----	25	30
	low cost	-----	-----	-----	20	25
Maintenance buildings, good		-----	-----	35	30	30
	average	-----	-----	30	25	25
Manual arts buildings, average and good		45	45	40	35	35
	low cost	-----	-----	35	30	30
Media centers, libraries, good and excellent		60	60	55	50	50
	average	55	55	50	45	45
	low cost	50	50	45	40	40
Multipurpose buildings, excellent		-----	-----	45	-----	-----
	average and good	45	45	40	35	35
	low cost	-----	-----	35	30	30
Natatoriums, average and good		45	45	40	35	35
	low cost	-----	-----	35	30	30
Relocatable classrooms and offices, excellent		-----	-----	-----	35	-----
	good	-----	-----	-----	30	-----
	average	-----	-----	-----	25	-----
	low cost	-----	-----	-----	20	-----
	cheap	-----	-----	-----	10	-----
Restroom buildings, good and excellent		-----	-----	35	30	-----
	average	35	35	30	25	-----
	low cost	-----	-----	25	20	20
	cheap	-----	-----	20	15	15
Shower buildings, good and excellent		-----	-----	35	30	-----
	average	35	35	30	25	25
	low cost	-----	-----	25	20	20
	cheap	-----	-----	20	15	15
COLLEGES AND UNIVERSITIES						
College level: entire school plant, excellent		60	60	55	50	-----
	good	60	60	50	45	45
	average	50	50	45	40	40
	low cost	-----	-----	40	35	35
Arts and crafts buildings, excellent		60	60	55	-----	-----
	good	60	60	50	45	45
	average	50	50	45	40	40
	low cost	-----	-----	40	35	35
Classrooms, excellent		60	60	55	50	-----
	good	60	60	50	45	45
	average	50	50	45	40	40
	low cost	-----	-----	40	35	35

OCCUPANCY	CLASS	A	B	C	D	S
SECTIONS 18 & 48, SCHOOL BUILDINGS (Continued)						
College library, good and excellent		60	60	55	50	50
	average	55	55	50	45	45
	low cost	50	50	45	40	40
College physical education, excellent		-----	-----	45	40	-----
	average and good	45	45	40	35	35
	low cost	-----	-----	35	30	30
Commons, excellent		60	60	55	50	-----
	good	60	60	50	45	45
	average	50	50	45	40	40
	low cost	-----	-----	40	35	35
Lecture halls, excellent		-----	-----	55	-----	-----
	good	60	60	50	45	45
	average	50	50	45	40	40
Science buildings, excellent		60	60	55	50	-----
	good	60	60	50	45	45
	average	50	50	45	40	40
	low cost	50	50	40	35	35
Technical trades buildings, good		60	60	50	45	45
	average	50	50	45	40	40
	low cost	-----	-----	40	35	35
SECTION 64, MISCELLANEOUS BUILDINGS						
Car and truck washes, automatic, excellent		-----	-----	30	30	30
	good	-----	-----	30	25	30
	average	-----	-----	25	20	25
	low cost	-----	-----	20	20	20
	drive-thru and self-serve, good	-----	-----	30	25	30
	average	-----	-----	25	20	25
	low cost	-----	-----	20	15	20
	canopies, very good and excellent	-----	-----	30	30	30
	good	-----	-----	25	25	25
	fair and average	-----	-----	20	20	20
	cheap and low cost	-----	-----	15	15	15
Greenhouses, residential, good		-----	-----	-----	35	40
	average	-----	-----	-----	25	30
	low cost	-----	-----	-----	15	20
Solar rooms, excellent		-----	-----	-----	45	50
	good	-----	-----	-----	40	45
	average	-----	-----	-----	35	40
	low cost	-----	-----	-----	30	35
Service stations, excellent		-----	-----	25	25	25
	good	-----	-----	25	20	20
	average	-----	-----	20	20	20
	cheap and low cost	-----	-----	-----	15	15
Service station food booths, good		-----	-----	-----	-----	25
	low cost and average	-----	-----	-----	-----	20
Toll and guard booths, excellent		-----	-----	-----	-----	25
	good	-----	-----	-----	-----	20
	average	-----	-----	-----	-----	15
	low cost	-----	-----	-----	-----	10
Miscellaneous prefabricated buildings						10 to 20 years

CALCULATOR METHOD

CONVENIENCE STORES (419)

CLASS	TYPE	EXTERIOR WALLS	INTERIOR FINISH	LIGHTING, PLUMBING AND MECHANICAL	HEAT	COST Sq. M.	COST Cu. Ft.	COST Sq. Ft.
A-B	Average	Brick or concrete, usually part of a building	Typical chain store, acoustic tile, vinyl composition	Adequate lighting outlets, adequate plumbing	Warm and cool air (zoned)	$ 881.14	$6.82	$ 81.86
C	Excellent	Individual design, highly ornamental exterior	Plaster, acoustic tile, terrazzo, carpet or vinyl, good trim	Special lighting, good fixtures and plumbing	Package A.C.	1,085.87	8.41	100.88
	Good	Brick, best block, stucco, good store front and ornamentation	Typically better chain stores, good acoustic, vinyl tile and carpet	Good lighting and outlets, restrooms, standard fixtures	Package A.C.	909.34	7.04	84.48
	Average	Brick or block, some mansard, parapet ornamentation	Typical chain store, acoustic tile, vinyl composition, some snack prep. area	Adequate lighting and outlets, small employees' restroom	Forced air	732.27	5.67	68.03
	Low cost	Minimum block or cheap brick	Painted exterior walls, minimum finish	Minimum code throughout	Space heaters	590.62	4.57	54.87
D	Excellent	Individual design, highly ornamental exterior	Plaster, acoustic tile, terrazzo, carpet or vinyl, good trim	Special lighting, good fixtures and plumbing	Package A.C.	1,050.67	8.13	97.61
	Good	Brick veneer or good siding, good frame and front	Typically better chain stores, good acoustic, vinyl tile and carpet	Good lighting and outlets, restrooms, standard fixtures	Package A.C.	877.05	6.79	81.48
	Average	Stucco or siding, some mansard, parapet ornamentation	Typical chain store, acoustic tile, vinyl composition, some snack prep. area	Adequate lighting and outlets, small employees' restroom	Forced air	702.89	5.44	65.30
	Low cost	Stucco or siding, small front	Drywall, few partitions	Minimum code throughout	Space heaters	564.25	4.37	52.42
D POLE	Low cost	Pole frame, metal, lined, small low-cost front	Minimum finish and partitions	Minimum code throughout, minimum display wiring	Space heaters	528.30	4.09	49.08
S	Excellent	Best metal panels, trim, good entrance	Drywall or plaster, acoustic tile, good finishes and trim	Special lighting, good fixtures and plumbing	Package A.C.	1,038.51	8.04	96.48
	Good	Insulated sandwich panels, good front and ornamentation	Typically better chain stores, good acoustic, vinyl tile and carpet	Good lighting and outlets, restrooms, standard fixtures	Package A.C.	857.24	6.64	79.64
	Average	Good panels, small front, mansard, some ornamentation	Typical chain store, acoustic tile, vinyl composition, some snack prep. area	Adequate lighting and outlets, small employees' restroom	Forced air	678.56	5.25	63.04
	Low cost	Steel siding, partly finished interior	Minimum finish and partitions	Minimum code throughout	Space heaters	537.77	4.16	49.96

GAS STATION MINI-MART CONVENIENCE STORES (531)

C	Excellent	Decorative block, brick, good glass entrance	Good drywall, acoustic tile, good pavers, limited food prep. area	Good lighting, good fixtures and plumbing, tiled restrooms	Package A.C.	$1,671.22	$12.94	$155.26
	Good	Brick, best block, stucco, good front and ornamentation	Good acoustic, ceramic tile, security partitioning, some snack prep. area	Good lighting and outlets, public restrooms, standard fixtures	Package A.C.	1,422.89	11.02	132.19
	Average	Brick or block, some mansard, parapet ornamentation	Typical food booth, acoustic tile, vinyl composition, adequate support	Adequate lighting and outlets, small employees' restroom	Package A.C.	1,213.10	9.39	112.70
	Low cost	Minimum block, small front	Minimum finish and partitions	Minimum code throughout	Package A.C.	1,035.71	8.02	96.22
D	Good	Brick veneer or good siding, good frame and front	Good acoustic, ceramic tile, security partitioning, some snack prep. area	Good lighting and outlets, public restrooms, standard fixtures	Package A.C.	1,397.92	10.82	129.87
	Average	Stucco or siding, some mansard, parapet ornamentation	Typical food booth, acoustic tile, vinyl composition, adequate support	Adequate lighting and outlets, small employees' restroom	Package A.C.	1,191.79	9.23	110.72
	Low cost	Stucco or siding, small front	Minimum finish and partitions	Minimum code throughout	Package A.C.	1,017.74	7.88	94.55
D POLE	Low cost	Pole frame, metal, lined, low-cost sash and fascia	Minimum finish and partitions, acoustic tile, vinyl composition	Minimum code, display wiring and plumbing	Package A.C.	989.32	7.66	91.91
S†	Excellent	Best metal panels, trim, good glass entrance	Good drywall, acoustic tile, good pavers, limited food prep. area	Good lighting, good fixtures and plumbing, tiled restrooms	Package A.C.	1,648.94	12.77	153.19
	Good	Good enameled prefinished steel, good front, masonry trim	Good acoustic, ceramic tile, security partitioning, some snack prep. area	Good lighting and outlets, public restrooms, standard fixtures	Package A.C.	1,423.97	11.02	132.29
	Average	Good panels, small front, some trim or mansard	Typical food booth, acoustic tile, vinyl composition, adequate support	Adequate lighting and outlets, small employees' restroom	Package A.C.	1,231.08	9.53	114.37
	Low cost	Metal panels, glass, lined interior	Minimum booth finish and partitions	Minimum code throughout	Package A.C.	1,065.64	8.25	99.00

†**NOTES**: Complete prefabricated food booths will cost 15% to 25% more. Gasoline pumps, canopies and cashier booths, see Section 64. For further refinement notes, see bottom of following page.

CALCULATOR METHOD

STORES AND COMMERCIAL BUILDINGS
FLOOR AREA/PERIMETER MULTIPLIERS

AVERAGE FLOOR AREA		M.	AVERAGE PERIMETER															M.	AVERAGE FLOOR AREA	
Sq.M.	Sq. Ft.	FT.	15	23	30	38	46	53	61	76	91	107	122	137	152	183	213	244	FT.	Sq. Ft.	Sq. M.
			50	75	100	125	150	175	200	250	300	350	400	450	500	600	700	800			
46	500		1.183	1.376	1.566	1.753	—	—	—	—	—	—	—	—	—	—	—	—		500	46
70	750		1.042	1.183	1.322	1.445	1.566	—	—	—	—	—	—	—	—	—	—	—		750	70
93	1,000		.969	1.079	1.183	1.283	1.376	1.470	1.566	1.753	—	—	—	—	—	—	—	—		1,000	93
139	1,500		.892	.969	1.042	1.115	1.183	1.256	1.322	1.445	1.566	—	—	—	—	—	—	—		1,500	139
186	2,000		.854	.912	.969	1.025	1.079	1.130	1.183	1.283	1.376	—	—	—	—	—	—	—		2,000	186
232	2,500		.831	.878	.924	.969	1.011	1.054	1.097	1.183	1.270	1.351	—	—	—	—	—	—		2,500	232
279	3,000		.815	.854	.892	.931	.969	1.005	1.042	1.115	1.183	1.256	1.322	—	—	—	—	—		3,000	279
372	4,000		—	—	.854	.883	.912	.941	.969	1.025	1.079	1.131	1.183	1.232	—	—	—	—		4,000	372
465	5,000		—	—	—	.854	.878	.901	.924	.969	1.011	1.054	1.097	1.140	1.183	—	—	—		5,000	465
557	6,000		—	—	—	—	—	.873	.892	.931	.969	1.005	1.042	1.079	1.115	1.183	—	—		6,000	557
650	7,000		—	—	—	—	—	—	.870	.904	.937	.969	1.000	1.030	1.060	1.121	1.183	—		7,000	650
743	8,000		—	—	—	—	—	—	—	.883	.912	.941	.969	.997	1.025	1.079	1.131	1.183		8,000	743
836	9,000		—	—	—	—	—	—	—	—	.892	.917	.943	.969	.992	1.042	1.087	1.134		9,000	836
929	10,000		—	—	—	—	—	—	—	—	.878	.901	.925	.948	.969	1.011	1.054	1.097		10,000	929
1,115	12,000		—	—	—	—	—	—	—	—	—	.873	.892	.912	.931	.969	1.005	1.042		12,000	1,115
1,301	14,000		—	—	—	—	—	—	—	—	—	—	.870	.886	.904	.937	.969	1.000		14,000	1,301
1,486	16,000		—	—	—	—	—	—	—	—	—	—	.854	.868	.883	.912	.941	.969		16,000	1,486
1,672	18,000		—	—	—	—	—	—	—	—	—	—	—	.854	.866	.892	.917	.943		18,000	1,672
1,858	20,000		—	—	—	—	—	—	—	—	—	—	—	.843	.854	.878	.901	.924		20,000	1,858
2,323	25,000		—	—	—	—	—	—	—	—	—	—	—	—	.831	.850	.868	.887		25,000	2,323
2,787	30,000		—	—	—	—	—	—	—	—	—	—	—	—	—	.831	.847	.862		30,000	2,787
3,252	35,000		—	—	—	—	—	—	—	—	—	—	—	—	—	—	.831	.845		35,000	3,252
3,716	40,000		—	—	—	—	—	—	—	—	—	—	—	—	—	—	.820	.831		40,000	3,716
4,181	45,000		—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	.821		45,000	4,181

AVERAGE FLOOR AREA		M.	AVERAGE PERIMETER															M.	AVERAGE FLOOR AREA	
Sq.M.	Sq. Ft.	FT.	274	305	335	366	396	427	457	488	518	549	579	610	671	731	792	914	FT.	Sq. Ft.	Sq. M.
			900	1000	1100	1200	1300	1400	1500	1600	1700	1800	1900	2000	2200	2400	2600	3000			
836	9,000		1.183	1.230	1.276	—	—	—	—	—	—	—	—	—	—	—	—	—		9,000	836
929	10,000		1.140	1.183	1.223	—	—	—	—	—	—	—	—	—	—	—	—	—		10,000	929
1,115	12,000		1.079	1.117	1.153	1.183	—	—	—	—	—	—	—	—	—	—	—	—		12,000	1,115
1,301	14,000		1.030	1.060	1.090	1.121	1.150	—	—	—	—	—	—	—	—	—	—	—		14,000	1,301
1,486	16,000		.997	1.025	1.053	1.080	1.106	—	—	—	—	—	—	—	—	—	—	—		16,000	1,486
1,672	18,000		.969	.992	1.016	1.040	1.064	1.087	—	—	—	—	—	—	—	—	—	—		18,000	1,672
1,858	20,000		.948	.969	.990	1.011	1.032	1.054	—	—	—	—	—	—	—	—	—	—		20,000	1,858
2,323	25,000		.906	.925	.942	.959	.977	.995	1.011	—	—	—	—	—	—	—	—	—		25,000	2,323
2,787	30,000		.878	.894	.909	.925	.939	.954	.969	—	—	—	—	—	—	—	—	—		30,000	2,787
3,252	35,000		.859	.872	.884	.898	.912	.925	.937	.950	—	—	—	—	—	—	—	—		35,000	3,252
3,716	40,000		.843	.854	.866	.878	.890	.901	.913	.925	.936	—	—	—	—	—	—	—		40,000	3,716
4,181	45,000		.831	.842	.852	.862	.871	.881	.892	.903	.914	.925	—	—	—	—	—	—		45,000	4,181
4,645	50,000		—	.831	.841	.850	.859	.868	.877	.887	.897	.906	—	—	—	—	—	—		50,000	4,645
5,574	60,000		—	.815	.823	.831	.839	.847	.854	.862	.869	.876	.884	—	—	—	—	—		60,000	5,574
6,503	70,000		—	.803	.810	.817	.824	.831	.838	.845	.852	.858	.864	.872	—	—	—	—		70,000	6,503
7,432	80,000		—	—	.800	.807	.814	.820	.825	.831	.837	.843	.849	.854	.866	—	—	—		80,000	7,432
8,361	90,000		—	—	—	.799	.804	.810	.815	.821	.826	.831	.836	.842	.852	.861	—	—		90,000	8,361
9,290	100,000		—	—	—	.792	.797	.802	.807	.812	.816	.821	.826	.831	.841	.850	.859	—		100,000	9,290
11,613	125,000		—	—	—	—	—	.788	.792	.796	.800	.804	.808	.812	.820	.828	.836	.850		125,000	11,613
13,935	150,000		—	—	—	—	—	—	.781	.785	.789	.792	.796	.799	.806	.812	.819	.831		150,000	13,935

STORES AND COMMERCIAL BUILDINGS

*FLOOR AREA/PERIMETER MULTIPLIERS

AVERAGE FLOOR AREA		M.	AVERAGE PERIMETER															M.	AVERAGE FLOOR AREA	
Sq.M.	Sq. Ft.	FT.	488	549	610	671	792	914	1067	1219	1372	1524	1676	1829	1981	2133	2286	2438	FT.	Sq. Ft.	Sq. M.
			1600	1800	2000	2200	2600	3000	3500	4000	4500	5000	5500	6000	6500	7000	7500	8000			
18,580	200,000		.767	.773	.780	.786	.797	.807	.819	.831	—	—	—	—	—	—	—	—		200,000	18,580
20,903	225,000		.762	.767	.773	.779	.790	.799	.810	.821	—	—	—	—	—	—	—	—		225,000	20,903
23,226	250,000		.759	.762	.767	.772	.783	.792	.802	.812	.821	—	—	—	—	—	—	—		250,000	23,226
25,548	275,000		—	.760	.763	.767	.776	.786	.796	.805	.814	.822	—	—	—	—	—	—		275,000	25,548
27,871	300,000		—	—	.760	.763	.771	.780	.791	.799	.807	.815	.823	—	—	—	—	—		300,000	27,871
30,193	325,000		—	—	—	.760	.767	.775	.785	.794	.801	.809	.816	.824	—	—	—	—		325,000	30,193
32,516	350,000		—	—	—	.758	.764	.770	.780	.789	.796	.803	.811	.817	.824	—	—	—		350,000	32,516
34,838	375,000		—	—	—	—	.761	.767	.776	.785	.792	.799	.806	.812	.819	.825	—	—		375,000	34,838
37,161	400,000		—	—	—	—	.759	.765	.771	.780	.788	.795	.800	.807	.814	.820	.825	—		400,000	37,161
39,483	425,000		—	—	—	—	—	.762	.769	.776	.784	.791	.797	.802	.809	.814	.820	—		425,000	39,483
41,806	450,000		—	—	—	—	—	.760	.766	.773	.780	.787	.793	.799	.804	.810	.815	.821		450,000	41,806
44,129	475,000		—	—	—	—	—	—	.763	.770	.777	.784	.790	.795	.800	.806	.811	.816		475,000	44,129
46,451	500,000		—	—	—	—	—	—	.761	.767	.773	.780	.786	.792	.797	.802	.807	.812		500,000	46,451

*For larger centers, enter table with half the average floor area and half the average perimeter.

STORY HEIGHT MULTIPLIERS

Multiply the base cost by the following multipliers for any variation in average story height from the base of 12 feet (3.66 meters). For extremely high-pitched roofs (see Section 10), use the height of the eaves plus one-half the height from the eaves to the ridge as the effective height. In some buildings it is better to compute the total volume and divide by the total square footage of floor area to obtain an effective height to use.

AVERAGE WALL HEIGHT		SQUARE FOOT OR SQUARE METER	CUBIC FOOT	AVERAGE WALL HEIGHT		SQUARE FOOT OR SQUARE METER	CUBIC FOOT	AVERAGE WALL HEIGHT		SQUARE FOOT OR SQUARE METER	CUBIC FOOT
(M.)	(FT.)	MULTIPLIERS	MULT.	(M.)	(FT.)	MULTIPLIERS	MULT.	(M.)	(FT.)	MULTIPLIERS	MULT.
2.44	8	.915	1.373	4.27	14	1.042	.893	7.31	24	1.255	.628
2.74	9	.936	1.248	4.57	15	1.064	.851	7.92	26	1.298	.599
3.05	10	.957	1.148	4.88	16	1.085	.814	8.53	28	1.340	.574
3.35	11	.979	1.068	5.49	18	1.127	.751	9.14	30	1.383	.553
3.66	12	1.000 (base)	1.000	6.10	20	1.170	.702	9.75	32	1.425	.534
3.96	13	1.021	.942	6.71	22	1.213	.662	10.36	34	1.468	.518

LIFE EXPECTANCY GUIDELINES

TYPICAL BUILDING LIVES

OCCUPANCY	CLASS	A	B	C	D	S
SECTIONS 12 & 42, RESIDENCES, MULTIPLES (GARDEN APTS.) AND MOTELS (Continued)						
Single-family, historical residences, excellent		—	—	70	65	—
	good and very good	—	—	65	60	—
	low cost, fair and average	—	—	60	55	—
Town and row houses, excellent		—	—	60	55	—
	good	—	—	55	50	50
	average	—	—	55	50	50
	low cost and fair	—	—	50	45	—
Tropical houses, good		—	—	55	—	—
	average	—	—	50	—	—
	low cost	—	—	45	—	—
Yurts, good		—	—	—	30	—
	average	—	—	—	20	—
	low cost	—	—	—	15	—
SECTIONS 13 & 43, STORES AND COMMERCIAL BUILDINGS						
Banquet halls, excellent		—	—	50	45	—
	good	—	—	45	40	40
	average	—	—	40	35	35
	low cost	—	—	35	30	30
Barber and beauty shops, good		45	45	40	35	35
	low cost and average	40	40	35	30	30
Bars and taverns, good		—	—	45	40	—
	average	45	45	40	40	40
	low cost	—	—	40	35	35
Cafeterias, excellent		—	—	45	40	—
	good	45	45	35	35	35
	low cost and average	40	40	35	30	30
Cocktail lounges, good and excellent		45	45	40	40	40
	average	40	40	40	35	35
	low cost	—	—	35	35	35
Convenience stores, excellent		—	—	45	40	40
	average and good	45	45	40	35	35
	low cost	—	—	35	30	30
	Mini-marts, good and excellent	—	—	40	35	30
	low cost and average	—	—	35	30	25
Dairy sales buildings, average		—	—	35	30	30
Department stores, good and excellent		55	55	50	—	—
	low cost and average	50	50	45	—	—
	mall anchor stores, average and good	50	50	45	40	—
	low cost	45	45	40	35	35
Dining atriums and playrooms, good to excellent		—	—	35	35	35
	low cost and average	—	—	30	30	30
	cheap	—	—	—	—	10
Discount stores, good		—	—	40	35	35
	low cost and average	40	40	35	30	30
Drug stores, excellent		—	—	45	40	—
	average and good	45	45	40	35	—
	low cost	—	—	35	30	30
Fast-food restaurants, very good and excellent		40	40	35	35	35
	low cost, average and good	—	—	30	30	30
Florist shops, excellent		—	—	45	40	40
	average and good	50	50	40	35	35
	low cost	—	—	35	30	30
Kiosks, miscellaneous stands					5 to 20 years	

OCCUPANCY	CLASS	A	B	C	D	S
SECTIONS 13 & 43, STORES AND COMMERCIAL BUILDINGS (Continued)						
Laundry/dry cleaning, good		—	—	45	40	40
	average	—	—	40	35	35
Laundromats, average		—	—	35	30	30
Luxury boutiques, good		60	60	55	50	—
	low cost and average	55	55	50	45	—
Markets and supermarkets, excellent		—	—	45	40	40
	average and good	40	40	40	35	35
	low cost	—	—	35	30	30
Modular, resturants excellent		—	—	—	—	35
	low cost, average and good	—	—	—	—	30
Restaurants, very good and excellent		45	45	40	40	40
	average and good	40	40	35	35	35
	low cost	—	—	30	30	30
Retail stores, good and excellent		55	55	50	45	45
	average	50	50	45	40	40
	low cost	45	45	40	40	40
Roadside markets, excellent		—	—	40	35	35
	good	—	—	35	30	30
	average	—	—	30	25	25
	low cost	—	—	—	20	20
	cheap	—	—	—	15	—
Shopping centers, neighborhood, good		—	—	45	40	—
	average	—	—	40	35	35
	low cost	—	—	35	30	30
	community, good and excellent	—	—	50	45	45
	average	—	—	45	40	40
	regional, good and excellent	55	55	55	50	—
	average	—	—	50	45	45
	regional discount, good	50	50	50	45	—
	average	45	45	45	40	40
	mixed retail centers with office/residential units, good	—	—	50	45	—
	low cost and average	—	—	45	40	—
Snack bars, excellent		—	—	35	35	—
	good	—	—	35	30	—
	average	—	—	30	25	25
	low cost	—	—	25	20	20
	cheap	—	—	20	15	15
Truck stop restaurants, good		—	—	35	35	35
	average	—	—	30	30	30
Warehouse discount stores, good		—	—	35	30	30
	low cost and average	—	—	30	30	30
	mega discount, average and good	—	—	35	—	30
	low cost	—	—	30	—	30
	food, good	—	—	40	35	35
	average	—	—	35	30	30
	low cost	—	—	30	30	30
	showroom, good	—	—	40	35	35
	low cost and average	—	—	35	30	30
Winery shops, excellent		—	—	50	45	—
	good	—	—	45	40	—
	average	—	—	40	35	35
	low cost	—	—	35	30	30

DEPRECIATION – FIXTURES AND EQUIPMENT

These general tables are furnished primarily for the experienced equipment appraiser who has knowledge of the normal lives and retirement experiences of fixtures and equipment, as a check against his other methods of determination of the total depreciation of equipment. These tables were based on actual cases of sales and mortality to which empirical mathematical curves have been matched. They are averages and as such must be used with care using effective age and modifying for above- or below-normal utilization, wear and tear, obsolescence and buyer preferences. See top of Page 12 and Pages 2 and 3 for further life expectancy discussions.

EFFECTIVE AGE IN YEARS	NORMAL DEPRECIATION – PERCENTAGE																	
	30	25	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5
1	2	2	3	3	4	4	4	5	5	6	6	7	8	9	10	11	13	15
2	3	5	7	7	8	9	9	10	11	12	13	14	16	18	21	24	27	31
3	5	7	10	11	12	13	14	15	16	18	20	22	24	28	33	38	43	48
4	7	10	14	15	17	18	19	21	23	25	27	30	33	39	46	52	59	66
5	9	13	18	19	21	23	25	27	29	31	34	38	42	49	57	63	70	77
6	11	16	22	23	25	27	29	32	35	38	42	46	51	59	67	72	77	82
7	14	19	26	28	30	32	35	38	42	46	50	55	61	67	74	77	81	
8	16	22	30	32	35	38	42	45	49	53	57	63	70	74	78	80		
9	18	25	35	37	40	43	47	51	55	59	64	70	76	78	80			
10	21	29	40	43	46	49	53	57	61	66	71	75	79	80				
11	24	32	45	48	51	54	58	63	67	71	76	78	80					
12	26	36	50	53	56	60	64	69	72	75	78	80						
13	29	40	55	58	61	65	69	74	76	78	80							
14	32	44	60	63	66	69	73	77	78	80								
15	35	48	65	67	69	72	76	79	80									
16	39	52	69	71	73	75	78	80										
17	42	56	73	75	77	79	80											
18	46	61	76	77	78	80												
19	49	66	78	79	80													
20	53	70	79	80														
22	60	74	80															
24	66	77																
26	72	79																
28	77																	
30	79																	
32	80																	

EFFECTIVE AGE IN YEARS	TYPICAL LIFE EXPECTANCY IN YEARS – REMAINING LIFE – YEARS																	
	30	25	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5
1	29	24	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4
2	28	23	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3
3	27	22	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2
4	26	21	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1
5	25	20	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1	1
6	24	19	14	13	12	11	10	9	8	7	6	5	4	3	2	1	1	1
7	23	18	13	12	11	10	9	8	7	6	5	4	3	2	1	1	1	
8	22	17	12	11	10	9	8	7	6	5	4	3	2	1	1	1		
9	21	16	11	10	9	8	7	6	5	4	3	2	1	1	1			
10	20	15	10	9	8	7	6	5	4	3	2	1	1	1				
11	19	14	9	8	7	6	5	4	3	2	2	1	1					
12	18	13	8	7	6	5	4	3	2	1	1	1						
13	17	12	7	6	5	4	3	3	2	1	1							
14	16	11	6	5	4	3	2	2	1	1								
15	15	10	5	4	3	2	1	1	1									
16	14	9	4	3	2	1	1	1										
17	13	8	4	3	2	1												
18	12	7	3	2	1													
19	11	6	2	2														
20	10	5	2															
22	8	4																
24	6	3																
26	5	2																
28	4																	
30	3																	
32	2																	

SALVAGE VALUE

The following table lists average salvage value of all equipment and fixtures by industry. Thus, all the equipment in a bakery, taken as a whole, might be expected to have a 10% remaining salvage value when fully depreciated. If the installation is unmarketable, however, then the value could go to zero.

Airplane mfg.	10%	Clay products	7%	Library	10%	Restaurant	14%
Apartment	10%	Construction equip.	14%	Logging equip.	10%	Rubber	9%
Bakery	10%	Creamery – dairy	11%	Metalworking	12%	School	10%
Bank	10%	Dwelling	12%	Mining, milling	8%	Sewage disposal (city)	7%
Bottling	10%	Elec. equip. mfg.	10%	Motion picture	12%	Shipbuilding	9%
Brewery, distillery	8%	Elec. power equip.	10%	Office equipment	12%	Steam power	10%
Candy, conf.	10%	Flour, cereal, feed	8%	Oil refining	7%	Store	10%
Cannery – fish	8%	Garage	10%	Packing – meat	7%	Textile	8%
Cannery – fruit	8%	Glass mfg.	8%	Paint mfg.	7%	Theater	12%
Cement mfg.	8%	Hospital	12%	Paper mfg.	7%	Warehousing	10%
Chemicals	6%	Hotel	10%	Printing	10%	Waterworks (city)	6%
Church	10%	Laundry – dry cleaning	10%	Refrigerating	8%	Woodworking	10%

CURRENT COST MULTIPLIERS

These multipliers bring costs from preceding pages up to date. Also apply Local Multipliers, Section 99, Pages 5 through 10.

CALCULATOR COST SECTIONS

(Effective Date of Cost Pages)		11 (11/04)	12 (8/06)	13 (5/06)	14 (2/06)	15 (11/05)	16 (8/05)	17 (5/05)	18 (2/05)
EASTERN	A	1.12	1.03	1.03	1.05	1.08	1.09	1.10	1.12
	B	1.12	1.03	1.03	1.06	1.08	1.09	1.10	1.12
	C	1.11	1.02	1.02	1.05	1.07	1.08	1.09	1.12
	D	1.12	1.03	1.02	1.06	1.07	1.07	1.09	1.12
	S	1.11	1.02	1.02	1.04	1.08	1.09	1.10	1.11
CENTRAL	A	1.09	1.00	1.01	1.04	1.06	1.06	1.07	1.09
	B	1.08	1.00	1.01	1.02	1.05	1.05	1.06	1.08
	C	1.08	1.00	1.00	1.02	1.06	1.04	1.06	1.09
	D	1.08	1.02	1.00	1.03	1.06	1.04	1.06	1.10
	S	1.08	1.00	1.01	1.03	1.06	1.06	1.07	1.09
WESTERN	A	1.09	1.01	1.03	1.04	1.07	1.07	1.08	1.09
	B	1.08	1.00	1.02	1.03	1.07	1.07	1.07	1.09
	C	1.07	.99	1.00	1.02	1.05	1.05	1.06	1.09
	D	1.08	1.00	1.00	1.02	1.06	1.05	1.07	1.09
	S	1.08	.99	1.03	1.03	1.06	1.07	1.08	1.09

SEGREGATED COST SECTIONS

(Effective Date of Cost Pages)		41 (12/04)	42 (9/04)	43 (6/06)	44 (3/06)	45 (12/05)	46 (9/05)	47 (6/05)	48 (3/05)
EASTERN	A	1.12	1.16	1.03	1.05	1.07	1.09	1.10	1.12
	B	1.12	1.17	1.03	1.06	1.08	1.09	1.10	1.12
	C	1.11	1.16	1.02	1.05	1.06	1.08	1.09	1.12
	D	1.12	1.17	1.02	1.06	1.07	1.07	1.09	1.12
	S	1.11	1.16	1.02	1.04	1.07	1.09	1.10	1.11
CENTRAL	A	1.09	1.13	1.01	1.04	1.06	1.06	1.07	1.09
	B	1.08	1.13	1.01	1.02	1.05	1.05	1.06	1.08
	C	1.08	1.12	1.00	1.02	1.06	1.04	1.06	1.09
	D	1.08	1.16	1.00	1.03	1.06	1.04	1.06	1.10
	S	1.08	1.13	1.01	1.03	1.06	1.06	1.07	1.09
WESTERN	A	1.09	1.14	1.03	1.04	1.07	1.07	1.08	1.09
	B	1.08	1.13	1.02	1.03	1.07	1.07	1.07	1.09
	C	1.07	1.13	1.00	1.02	1.05	1.05	1.06	1.09
	D	1.08	1.13	1.00	1.02	1.06	1.05	1.07	1.09
	S	1.08	1.13	1.03	1.03	1.06	1.07	1.08	1.09

UNIT-IN-PLACE COST SECTIONS (51 – 67)

Sec.	Page	Date		Eastern	Central	Western
51 -	2-3	(3/05)	Concrete Foundations	1.08	1.06	1.08
51 -	4	(3/05)	Pilings	1.09	1.06	1.06
51 -	7-8	(3/05)	Steel and Concrete Frame	1.10	1.06	1.08
51 -	7	(3/05)	Wood Frame	1.10	1.07	1.07
52 -	1-4, 6	(3/05)	Interior Construction	1.11	1.08	1.08
52 -	5	(3/05)	Bank Vaults and Equipment	1.10	1.08	1.08
53 -	1-8	(6/05)	Heating, Cooling & Ventilating	1.09	1.07	1.09
53 -	9-12	(6/05)	Plumbing, Fire Protection, etc.	1.10	1.07	1.09
54 -	1-6	(6/05)	Electrical, Security	1.10	1.09	1.08
55 -	3-7	(8/05)	Wall Costs	1.08	1.07	1.08
56 -	1-2	(8/05)	Stained Glass	1.08	1.07	1.08
56 -	3-6	(8/05)	Storefronts	1.08	1.07	1.08
56 -	7	(8/05)	Stonework	1.08	1.07	1.06
56 -	8	(8/05)	Columns, Stone & Concrete	1.09	1.07	1.06
56 -	8	(8/05)	Columns, Wood & Aluminum	1.09	1.07	1.08
57 -	1-6	(9/05)	Roofs	1.08	1.06	1.07
58 -	1	(9/05)	Cold Storage	1.07	1.05	1.06
58 -	2-8	(9/05)	Elevators, Conveying Systems	1.07	1.05	1.06

Sec.	Page	Date		Eastern	Central	Western
61 -	1-8	(12/04)	Tanks	1.11	1.09	1.11
62 -	1	(6/06)	Industrial Pumps & Boilers	1.02	1.00	1.03
62 -	2-3, 6	(6/06)	Piping	1.02	1.00	1.03
62 -	4	(6/06)	Electrical Motors	1.02	1.00	1.03
62 -	5	(6/06)	Steel Stacks, Chutes	1.02	1.00	1.03
62 -	5	(6/06)	Masonry & Concrete Chimneys	1.03	1.00	1.03
62 -	6	(6/06)	Compactors, Incinerators	1.02	1.00	1.03
63 -	1-4	(9/04)	Trailer and Mfg. Housing Parks	1.15	1.14	1.14
63 -	5-10	(9/04)	Manufactured Housing	1.14	1.13	1.15
64 -	1-6	(3/06)	Service Stations, Car Washes	1.04	1.03	1.03
64 -	7-9	(3/06)	Prefabricated Metal Structures	1.03	1.02	1.03
64 -	7-8	(3/06)	Prefab. Wood & Air Structures	1.05	1.05	1.04
65 -	1-12	(3/06)	Equipment Costs	1.04	1.03	1.03
66 -	1	(12/05)	Subdivision Costs	1.07	1.05	1.06
66 -	2-9	(12/05)	Yard Improvements	1.05	1.05	1.05
66 -	10-11	(12/05)	Demolition & Remediation	1.06	1.05	1.05
67 -	1-2	(12/05)	Recreational Facilities	1.07	1.06	1.07
67 -	3-7	(12/05)	Recreational Facilities	1.06	1.05	1.05

This page supercedes the July 2006 Green Supplement.

LOCAL MULTIPLIERS

Apply to costs brought up-to-date from preceding pages. Do not apply to Section 98 or any other indexes.

UNITED STATES

CLASS	A	B	C	D	S
ALABAMA	.89	.89	.88	.86	.87
Anniston	.88	.88	.87	.83	.85
Auburn	.83	.84	.83	.81	.81
Bessemer	.92	.92	.91	.89	.88
Birmingham	.92	.92	.91	.91	.91
Dothan	.95	.95	.92	.90	.94
Florence	.88	.88	.86	.84	.84
Gadsden	.88	.89	.87	.85	.87
Huntsville	.93	.92	.91	.93	.92
Mobile	.94	.94	.93	.94	.94
Montgomery	.93	.93	.93	.93	.93
Opelika	.83	.84	.83	.81	.81
Phenix City	.83	.84	.83	.81	.81
Sheffield	.88	.88	.86	.84	.84
Tuscaloosa	.91	.90	.87	.84	.87
ALASKA	1.38	1.36	1.38	1.37	1.38
Anchorage	1.26	1.25	1.27	1.25	1.25
Fairbanks	1.31	1.31	1.32	1.32	1.30
Juneau	1.35	1.37	1.44	1.37	1.35
Kenai Peninsula	1.26	1.25	1.27	1.25	1.26
Ketchikan	1.37	1.37	1.39	1.33	1.39
Kodiak	1.43	1.41	1.42	1.38	1.40
Mat-Su Valley	1.22	1.22	1.24	1.20	1.23
Sitka	1.38	1.37	1.41	1.38	1.40
ARIZONA	.96	.98	.97	.95	.95
Apache County	.92	.94	.93	.89	.89
Bullhead City	.98	.98	1.00	.97	.96
Casa Grande	.95	.95	.95	.94	.93
Cochise County	.95	.98	.97	.96	.94
Coconino County	.98	.98	.94	.92	.95
Douglas	.95	.98	.97	.96	.94
Flagstaff	1.05	1.05	1.02	1.01	1.03
Gila County	.91	.91	.91	.89	.90
Graham County	.92	.93	.92	.90	.90
Greenlee County	.92	.93	.92	.89	.89
Kingman	.97	.99	1.00	.97	.96
La Paz County	.95	.95	.95	.94	.94
Lake Havasu	.98	1.00	1.01	.99	.97
Maricopa County	.99	1.00	.98	.97	.97
Mohave County	.98	.99	.99	.98	.96
Navajo County	.92	.93	.92	.89	.89
Nogales	.92	.95	.94	.93	.91
Phoenix	1.00	1.00	.99	.98	.98
Pima County	.98	.99	.97	.95	.94
Pinal County	.94	.94	.94	.93	.93
Prescott	1.06	1.06	1.07	1.06	1.03
Santa Cruz County	.92	.95	.94	.93	.91
Sedona	1.06	1.05	1.05	1.04	1.03
Tucson	.99	1.00	.98	.97	.97
Yavapai County	1.01	1.02	1.01	1.00	.98
Yuma	1.01	.98	.95	.96	.99
Yuma County	.98	.95	.91	.92	.95

CLASS	A	B	C	D	S
ARKANSAS	.87	.86	.86	.86	.86
Blytheville	.82	.81	.82	.82	.83
Fayetteville	.92	.91	.91	.91	.92
Fort Smith	.88	.87	.87	.86	.86
Hot Springs	.91	.89	.89	.88	.89
Jonesboro	.82	.81	.82	.83	.83
Little Rock	.92	.91	.91	.90	.91
Texarkana	.89	.87	.86	.84	.87
West Memphis	.93	.93	.93	.93	.92
CALIFORNIA	1.14	1.15	1.14	1.13	1.14
Alameda County	1.30	1.30	1.30	1.29	1.25
Alpine County	1.15	1.14	1.13	1.14	1.16
Amador County	1.15	1.14	1.13	1.14	1.16
Antelope Valley	1.13	1.14	1.13	1.11	1.14
Atascadero	1.11	1.12	1.09	1.10	1.11
Bakersfield	1.15	1.14	1.14	1.15	1.14
Barstow	1.14	1.13	1.12	1.12	1.14
Big Bear	1.16	1.18	1.16	1.16	1.18
Bishop	1.21	1.20	1.21	1.20	1.21
Blythe	1.12	1.14	1.14	1.12	1.12
Butte County	1.10	1.10	1.09	1.10	1.11
Calaveras County	1.07	1.08	1.09	1.08	1.09
Coalinga	1.15	1.14	1.15	1.14	1.16
Colusa County	1.12	1.12	1.11	1.12	1.12
Contra Costa County	1.29	1.29	1.29	1.28	1.25
Del Norte County	1.20	1.18	1.20	1.19	1.19
El Dorado County	1.16	1.16	1.14	1.15	1.18
Eureka	1.20	1.18	1.20	1.19	1.19
Fresno	1.16	1.16	1.16	1.15	1.16
Glenn County	1.12	1.12	1.11	1.12	1.12
Gilroy	1.15	1.16	1.16	1.16	1.18
Goleta	1.14	1.15	1.13	1.14	1.14
Hanford	1.10	1.10	1.09	1.08	1.08
Hesperia	1.10	1.10	1.08	1.08	1.08
Huntington Beach	1.20	1.19	1.17	1.18	1.18
Imperial County	1.12	1.13	1.14	1.13	1.13
Indio	1.13	1.15	1.13	1.13	1.12
Laguna Beach	1.20	1.19	1.15	1.18	1.18
Lake County	1.14	1.14	1.12	1.11	1.13
Lake Arrowhead	1.17	1.19	1.18	1.17	1.19
Lake Tahoe	1.21	1.21	1.20	1.20	1.21
Lompoc	1.13	1.14	1.11	1.12	1.13
Los Angeles	1.17	1.17	1.15	1.16	1.17
Madera	1.07	1.08	1.07	1.06	1.08
Mammoth Lakes	1.20	1.20	1.23	1.22	1.21
Marin County	1.27	1.27	1.28	1.26	1.23

CLASS	A	B	C	D	S
CALIFORNIA (Continued)					
Mariposa County	1.10	1.10	1.09	1.09	1.10
Marysville	1.09	1.10	1.09	1.09	1.10
Mendocino County	1.09	1.09	1.08	1.07	1.10
Merced	1.08	1.08	1.08	1.06	1.07
Modesto	1.09	1.09	1.09	1.08	1.07
Modoc County	1.14	1.13	1.13	1.13	1.15
Mono County	1.17	1.17	1.19	1.18	1.18
Monterey	1.23	1.21	1.19	1.17	1.19
Napa County	1.21	1.19	1.18	1.15	1.16
Nevada County	1.15	1.15	1.15	1.15	1.16
Newport Beach	1.20	1.20	1.17	1.18	1.18
Orange Co. (x/beaches)	1.18	1.18	1.15	1.16	1.18
Oxnard	1.16	1.15	1.15	1.17	1.16
Palm Springs	1.18	1.19	1.16	1.16	1.19
Paso Robles	1.12	1.13	1.10	1.11	1.11
Placer County	1.17	1.17	1.15	1.16	1.18
Plumas County	1.13	1.12	1.13	1.12	1.12
Redding	1.19	1.19	1.17	1.15	1.18
Riverside	1.15	1.15	1.14	1.14	1.14
Sacramento	1.18	1.18	1.17	1.16	1.17
Salinas	1.16	1.15	1.14	1.11	1.13
San Benito County	1.20	1.19	1.18	1.16	1.17
San Bernardino	1.13	1.13	1.12	1.11	1.12
San Clemente	1.19	1.19	1.17	1.18	1.19
San Diego	1.13	1.12	1.12	1.12	1.11
San Francisco	1.34	1.35	1.35	1.33	1.27
San Jose	1.30	1.31	1.33	1.32	1.26
San Luis Obispo	1.12	1.12	1.10	1.12	1.12
San Mateo County	1.28	1.29	1.28	1.26	1.23
Santa Barbara	1.16	1.17	1.16	1.17	1.17
Santa Clara County	1.27	1.26	1.25	1.23	1.21
Santa Cruz County	1.19	1.18	1.18	1.16	1.15
Santa Maria	1.17	1.16	1.15	1.15	1.16
Santa Rosa	1.20	1.19	1.17	1.15	1.17
Sierra County	1.13	1.12	1.13	1.12	1.12
Siskiyou County	1.19	1.19	1.17	1.15	1.18
Solano County	1.22	1.21	1.20	1.18	1.20
Stockton	1.15	1.15	1.14	1.13	1.15
Susanville	1.14	1.13	1.13	1.13	1.15
Tehama County	1.19	1.19	1.17	1.15	1.18
Trinity County	1.20	1.19	1.19	1.17	1.19
Tulare County	1.10	1.10	1.09	1.08	1.10
Tuolumne County	1.08	1.09	1.09	1.09	1.10
Ventura County	1.16	1.16	1.16	1.17	1.16
Victorville	1.12	1.14	1.12	1.13	1.12
Watsonville	1.17	1.15	1.14	1.12	1.14
Yolo County	1.11	1.10	1.09	1.10	1.11
Yuba City	1.10	1.09	1.08	1.09	1.10

LOCAL MULTIPLIERS

Apply to costs brought up-to-date from preceding pages. Do not apply to Section 98 or any other indexes.

UNITED STATES

CLASS	A	B	C	D	S
NEW JERSEY	1.15	1.14	1.14	1.12	1.14
Asbury Park	1.14	1.13	1.13	1.12	1.15
Atlantic City	1.20	1.20	1.22	1.23	1.19
Bayonne	1.28	1.27	1.26	1.25	1.23
Camden	1.19	1.17	1.16	1.15	1.16
Clifton	1.26	1.25	1.25	1.23	1.22
East Orange	1.26	1.25	1.25	1.24	1.22
Edison	1.26	1.25	1.25	1.24	1.22
Elizabeth	1.27	1.25	1.25	1.24	1.22
Fairlawn	1.27	1.26	1.25	1.24	1.23
Hackensack	1.27	1.26	1.26	1.24	1.24
Irvington	1.27	1.26	1.27	1.26	1.24
Jersey City	1.28	1.27	1.26	1.25	1.23
Lakewood	1.14	1.13	1.14	1.13	1.13
Morristown	1.27	1.26	1.27	1.26	1.24
New Brunswick	1.26	1.25	1.25	1.24	1.22
Newark	1.28	1.27	1.28	1.28	1.25
Passaic	1.26	1.25	1.25	1.23	1.22
Paterson	1.27	1.26	1.25	1.24	1.23
Plainfield	1.15	1.14	1.15	1.13	1.12
Somerville	1.24	1.23	1.24	1.21	1.22
Teaneck	1.27	1.26	1.26	1.24	1.23
Trenton	1.20	1.19	1.19	1.17	1.19
Vineland	1.13	1.12	1.13	1.13	1.13
West Orange	1.25	1.24	1.24	1.23	1.20
NEW MEXICO	.92	.92	.92	.91	.92
Alamogordo	.91	.92	.91	.88	.89
Albuquerque	.95	.96	.94	.95	.93
Carlsbad	.92	.93	.93	.93	.91
Clovis	.86	.86	.86	.83	.85
Farmington	.95	.94	.94	.94	.95
Gallup	1.05	1.06	1.04	1.05	1.04
Hobbs	.91	.92	.92	.92	.90
Las Cruces	.89	.88	.88	.88	.88
Los Alamos	1.02	1.01	1.00	1.00	1.00
Portales	.91	.91	.89	.89	.90
Roswell	.93	.92	.91	.89	.93
Santa Fe	1.01	1.01	1.00	1.00	.99
Taos	1.10	1.10	1.10	1.11	1.09
NEW YORK	1.02	1.01	1.02	1.04	1.03
Albany	1.05	1.04	1.05	1.06	1.06
Amsterdam	1.04	1.03	1.04	1.07	1.07
Auburn	1.00	.98	1.01	1.04	1.02
Binghamton	1.01	1.00	1.00	1.03	1.01
Buffalo	1.12	1.13	1.14	1.14	1.12
Elmira	.99	.97	.99	1.01	.98
Ithaca	.99	.97	1.00	1.02	1.00
Jamestown	1.02	1.02	1.03	1.03	1.02
Kingston	1.14	1.15	1.13	1.17	1.17

CLASS	A	B	C	D	S
NEW YORK CITY AREA					
Bronx	1.41	1.39	1.39	1.43	1.41
Brooklyn	1.39	1.37	1.38	1.41	1.39
Manhattan	1.41	1.39	1.39	1.43	1.41
Nassau County	1.40	1.38	1.38	1.42	1.40
Orange County	1.25	1.24	1.24	1.27	1.28
Putnam County	1.27	1.25	1.26	1.30	1.31
Queens	1.39	1.37	1.38	1.41	1.41
Rockland County	1.28	1.26	1.27	1.30	1.28
Staten Island	1.32	1.30	1.29	1.33	1.32
Suffolk County	1.40	1.38	1.38	1.42	1.40
Westchester County	1.29	1.27	1.28	1.31	1.32
Yonkers	1.41	1.39	1.39	1.43	1.41
Niagara Falls	1.12	1.12	1.10	1.12	1.10
Plattsburgh	1.00	.99	.99	1.01	1.01
Poughkeepsie	1.14	1.15	1.14	1.18	1.17
Rochester	1.08	1.07	1.09	1.10	1.08
Rome	1.02	1.01	1.02	1.05	1.03
Schenectady	1.05	1.04	1.04	1.07	1.07
Syracuse	1.07	1.05	1.06	1.06	1.06
Troy	1.08	1.07	1.07	1.09	1.09
Utica	1.03	1.01	1.03	1.05	1.03
Watertown	1.00	.97	.98	1.00	.98
NORTH CAROLINA	.90	.90	.90	.91	.90
Asheville	.94	.93	.92	.92	.93
Charlotte	.92	.92	.92	.93	.92
Durham	.93	.93	.92	.93	.92
Fayetteville	.90	.91	.90	.92	.90
Gastonia	.94	.92	.95	.94	.95
Goldsboro	.89	.89	.88	.90	.89
Greensboro	.91	.92	.91	.92	.91
Greenville	.86	.87	.86	.88	.87
Hickory	.87	.87	.88	.90	.90
Jacksonville	.88	.89	.87	.88	.87
Raleigh	.93	.93	.92	.93	.92
Rocky Mount	.89	.90	.88	.90	.90
Wilmington	.93	.92	.91	.92	.92
Winston-Salem	.89	.89	.90	.89	.89
NORTH DAKOTA	.98	.96	.97	.94	.97
Bismarck	.99	.98	.98	.97	.99
Fargo	.99	.98	.99	.97	.98
Grand Forks	.97	.95	.96	.93	.95
Jamestown	.97	.95	.97	.93	.96
Mandan	.98	.97	.96	.93	.97
Minot	.98	.96	.96	.95	.96
Williston	.97	.96	.98	.94	.97
OHIO	.99	.98	.99	.98	.99
Akron	1.05	1.04	1.03	1.04	1.03
Canton	1.00	1.00	1.00	1.00	1.00
Cincinnati	1.01	1.01	1.01	1.02	1.00
Cleveland	1.09	1.08	1.07	1.07	1.08
Columbus	1.00	.99	.99	.99	1.00
Dayton	.97	.97	.99	1.00	.98
East Liverpool	1.05	1.03	1.05	1.03	1.03
Hamilton	.97	.97	1.00	.99	.97

CLASS	A	B	C	D	S
OHIO (Continued)					
Lima	.95	.94	.94	.93	.95
Lorain County	1.07	1.06	1.05	1.05	1.06
Mansfield	1.01	1.01	.98	.99	.99
Marion	1.01	1.01	.98	.99	.99
Middletown	.97	.97	.98	.99	.97
Newark	.99	.98	.97	.97	.98
Portsmouth	.96	.95	.95	.96	.95
Springfield	.97	.96	.97	.99	.97
Toledo	1.08	1.07	1.06	1.06	1.09
Youngstown	1.05	1.05	1.02	1.01	1.05
OKLAHOMA	.88	.88	.88	.86	.86
Ardmore	.95	.94	.95	.94	.94
Bartlesville	.89	.88	.88	.85	.86
Enid	.88	.88	.88	.88	.88
Lawton	.88	.88	.88	.86	.85
Norman	.96	.95	.95	.94	.94
Oklahoma City	.96	.95	.95	.94	.94
Tulsa	.92	.91	.91	.89	.90
OREGON	1.05	1.04	1.04	1.03	1.06
Albany	1.05	1.04	1.03	1.02	1.05
Altamont	1.04	1.02	1.02	1.01	1.06
Astoria	1.04	1.04	1.03	1.02	1.04
Bend	1.07	1.06	1.07	1.08	1.07
Coos Bay	1.04	1.03	1.03	1.03	1.04
Corvallis	1.05	1.04	1.03	1.02	1.04
Eugene	1.07	1.06	1.05	1.05	1.05
Grants Pass	1.06	1.04	1.03	1.02	1.07
Klamath Falls	1.04	1.02	1.02	1.01	1.06
Medford	1.07	1.06	1.06	1.05	1.07
North Bend	1.04	1.03	1.03	1.04	1.04
Pendleton	1.08	1.07	1.08	1.09	1.08
Portland	1.08	1.08	1.08	1.08	1.08
Roseburg	1.04	1.02	1.01	1.00	1.05
Salem	1.07	1.07	1.05	1.05	1.06
Springfield	1.03	1.01	1.02	1.02	1.04
The Dalles	1.09	1.09	1.07	1.06	1.08
PENNSYLVANIA	1.03	1.01	1.02	1.01	1.01
Allentown	1.16	1.16	1.14	1.14	1.10
Altoona	1.06	1.05	1.04	1.04	1.05
Bethlehem	1.13	1.14	1.10	1.11	1.08
Easton	1.10	1.13	1.09	1.09	1.06
Erie	1.03	1.01	1.03	1.03	1.02
Harrisburg	1.04	1.02	1.02	1.01	1.02
Johnstown	1.02	1.00	1.02	1.01	1.00
Lancaster	1.06	1.04	1.04	1.03	1.03
Norristown	1.24	1.23	1.24	1.23	1.23
Philadelphia	1.24	1.23	1.24	1.23	1.23
Pittsburgh	1.05	1.03	1.03	1.04	1.05
Reading	1.13	1.13	1.11	1.10	1.08
Scranton	1.01	.99	1.00	1.01	1.01
State College	1.03	1.01	1.01	1.01	1.02
Wilkes-Barre	1.02	1.01	1.02	1.02	1.01
Williamsport	1.01	.98	.99	.99	1.00
York	1.05	1.03	1.03	1.02	1.03

LOCAL MULTIPLIERS

Apply to costs brought up-to-date from preceding pages. Do not apply to Section 98 or any other indexes.

UNITED STATES

CLASS	A	B	C	D	S
RHODE ISLAND	1.08	1.07	1.10	1.09	1.07
Newport	1.07	1.06	1.09	1.08	1.06
Providence	1.13	1.12	1.15	1.16	1.14
Warwick	1.09	1.08	1.11	1.10	1.09
SOUTH CAROLINA	.88	.87	.86	.88	.87
Anderson	.87	.86	.85	.87	.87
Charleston	.88	.88	.89	.90	.88
Columbia	.88	.87	.87	.89	.88
Florence	.89	.90	.89	.88	.87
Greenville	.88	.88	.88	.89	.86
Myrtle Beach	.91	.91	.91	.91	.91
Rock Hill	.87	.87	.87	.90	.88
Spartanburg	.88	.86	.84	.87	.87
SOUTH DAKOTA	.94	.92	.94	.94	.93
Aberdeen	.94	.92	.94	.94	.93
Brookings	.94	.92	.93	.93	.93
Huron	.95	.93	.94	.93	.93
Mitchell	.95	.93	.94	.93	.93
Pierre	.94	.94	.95	.94	.95
Rapid City	.95	.95	.96	.95	.94
Sioux Falls	.93	.92	.94	.95	.93
Vermillion	.94	.92	.93	.93	.93
Watertown	.94	.92	.93	.93	.93
Yankton	.93	.92	.92	.93	.92
TENNESSEE	.92	.92	.91	.92	.92
Bristol	.92	.92	.90	.93	.91
Chattanooga	.94	.94	.92	.92	.94
Columbia	.93	.92	.91	.90	.89
Jackson	.91	.90	.92	.93	.93
Johnson City	.90	.89	.88	.90	.89
Kingsport	.96	.96	.94	.95	.95
Knoxville	.98	.98	.96	.95	.98
Memphis	.93	.93	.93	.94	.93
Nashville	.95	.95	.94	.95	.94
TEXAS	.85	.85	.86	.86	.85
Abilene	.86	.87	.87	.88	.87
Amarillo	.90	.89	.88	.87	.89
Austin	.87	.88	.86	.87	.85
Baytown	.87	.88	.88	.88	.87
Beaumont	.87	.88	.90	.90	.87
Cameron County	.80	.79	.81	.81	.79
Corpus Christi	.85	.84	.84	.82	.84
Dallas	.88	.89	.89	.89	.87
El Paso	.88	.88	.88	.87	.88
Fort Worth	.88	.89	.89	.89	.87
Galveston	.89	.89	.91	.89	.87
Hidalgo County	.80	.79	.81	.81	.79
Houston	.90	.91	.91	.90	.89
Laredo	.80	.80	.81	.82	.79

CLASS	A	B	C	D	S
TEXAS (Continued)					
Longview	.90	.91	.90	.90	.89
Lubbock	.86	.86	.87	.88	.84
Marshall	.88	.89	.89	.91	.88
Midland	.85	.86	.86	.87	.85
Odessa	.83	.83	.83	.83	.84
Port Arthur	.85	.86	.89	.90	.87
San Angelo	.83	.84	.84	.86	.84
San Antonio	.85	.85	.86	.86	.84
Texas City	.89	.89	.91	.90	.88
Tyler	.86	.87	.86	.87	.86
Victoria	.80	.80	.82	.84	.81
Waco	.86	.86	.85	.87	.86
Wichita Falls	.88	.89	.87	.89	.87
UTAH	.94	.95	.92	.93	.93
Cedar City	.92	.94	.91	.92	.92
Ogden	.97	.97	.97	.97	.95
Orem	.96	.97	.95	.95	.94
Provo	.96	.96	.95	.95	.95
Salt Lake City	.97	.97	.96	.94	.95
St. George	.92	.94	.91	.92	.92
VERMONT	1.01	1.00	1.05	1.04	1.02
Barre	1.00	1.00	1.05	1.03	1.01
Brattleboro	1.00	.99	.99	.99	.98
Burlington	1.02	1.01	1.05	1.04	1.03
Montpelier	1.00	1.00	1.05	1.04	1.01
Rutland	1.00	1.00	1.03	1.03	.98
VIRGINIA	.92	.91	.91	.92	.90
Alexandria	1.05	1.05	1.04	1.03	1.04
Arlington	1.06	1.05	1.05	1.03	1.04
Charlottesville	.91	.90	.91	.91	.90
Chesapeake	.94	.94	.92	.93	.91
Danville	.91	.89	.88	.90	.88
Fredericksburg	1.03	1.02	1.03	1.04	1.01
Hampton	.94	.94	.93	.94	.93
Lynchburg	.90	.88	.90	.91	.88
Newport News	.94	.94	.93	.94	.93
Norfolk	.95	.95	.93	.93	.93
Petersburg	.91	.90	.92	.92	.88
Portsmouth	.94	.94	.92	.93	.91
Richmond	.95	.94	.95	.96	.93
Roanoke	.93	.92	.93	.95	.93
Virginia Beach	.95	.95	.93	.94	.93
Winchester	.97	.96	.95	.94	.96

CLASS	A	B	C	D	S
WASHINGTON	1.07	1.07	1.08	1.08	1.06
Bellingham	1.06	1.06	1.07	1.07	1.03
Clallam County	1.06	1.07	1.07	1.07	1.04
Everett	1.12	1.13	1.11	1.13	1.10
Island County	1.10	1.11	1.11	1.12	1.09
Kitsap County	1.08	1.09	1.09	1.09	1.05
Longview	1.07	1.07	1.06	1.06	1.08
Olympia	1.10	1.10	1.13	1.14	1.09
Pasco (Tri-cities)	1.06	1.07	1.06	1.07	1.04
Seattle	1.13	1.14	1.14	1.14	1.11
Spokane	1.07	1.07	1.05	1.04	1.06
Tacoma	1.11	1.12	1.12	1.13	1.09
Vancouver	1.08	1.07	1.08	1.07	1.08
Walla Walla	1.05	1.05	1.05	1.06	1.04
Wenatchee	1.04	1.03	1.02	1.03	1.01
Yakima	1.05	1.05	1.05	1.06	1.04
WEST VIRGINIA	1.02	1.00	1.01	1.03	1.02
Beckley	1.04	1.02	1.03	1.06	1.03
Bluefield	1.04	1.02	1.03	1.06	1.03
Charleston	1.05	1.03	1.04	1.07	1.04
Clarksburg	1.03	1.01	1.02	1.04	1.02
Fairmont	1.02	1.00	1.01	1.02	1.01
Huntington	1.05	1.02	1.03	1.06	1.05
Morgantown	1.02	1.00	1.01	1.04	1.03
Parkersburg	1.02	.99	1.01	1.02	1.01
Wheeling	1.08	1.08	1.09	1.10	1.06
WISCONSIN	1.04	1.04	1.05	1.05	1.02
Appleton	1.04	1.03	1.03	1.03	1.00
Beloit	1.06	1.05	1.05	1.06	1.03
Eau Claire	1.09	1.08	1.08	1.09	1.08
Fond du Lac	1.01	1.00	1.00	1.01	.98
Green Bay	1.04	1.03	1.05	1.05	1.02
Janesville	1.05	1.06	1.05	1.06	1.03
Kenosha	1.11	1.09	1.10	1.11	1.08
La Crosse	1.08	1.05	1.05	1.06	1.05
Madison	1.07	1.07	1.07	1.07	1.05
Manitowoc	1.06	1.05	1.05	1.07	1.04
Milwaukee	1.09	1.09	1.09	1.09	1.07
Oshkosh	1.03	1.02	1.02	1.03	1.00
Racine	1.07	1.07	1.06	1.05	1.05
Sheboygan	1.07	1.06	1.06	1.06	1.04
Superior	1.06	1.07	1.07	1.04	1.04
Wausau	1.05	1.03	1.05	1.05	1.02
WYOMING	.97	.96	.95	.94	.96
Casper	1.01	1.00	.99	.97	1.00
Cheyenne	.93	.92	.92	.92	.92
Cody	.98	.97	.95	.91	.96
Laramie	.95	.94	.94	.97	.95
Rock Springs	.98	.99	.96	.98	.99
Sheridan	.97	.97	.97	.95	.99

Valuation Research Corporation

ConocoPhillips

Market Value Report
As of August 14, 2006
ConocoPhillips Cost Center No. 255661
Mountain View, California

Valuation Research Corporation

330 E. Kilbourn Avenue, Suite 1020
Milwaukee, WI 53202-3142
Fax 414-271-2294
414-271-8662

October 16, 2006

ConocoPhillips
Suite 200
3611 Harbor Avenue
Santa Ana, CA 92704

Ladies and Gentlemen:

At your request, we have performed a complete appraisal of ConocoPhillips Cost Center No. 255661 in Mountain View, California. We submit this summary appraisal report relative to our findings.

This appraisal was conducted for the purpose of expressing an opinion of the market value of the land, site improvements, building and building fixtures. The function of the appraisal is to provide support for internal planning decisions, including support of certain assumptions used in negotiations between ConocoPhillips Company ("ConocoPhillips") and potential lessees of the property. Our valuation conclusions are applicable for market conditions prevailing as of August 14, 2006.

Market Value is defined for purposes of this report as:

> The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:
>
> - Buyer and seller are typically motivated;
> - Both parties are well informed or well advised, and acting in what they consider their own best interests;
> - A reasonable time is allowed for exposure in the open market;
> - Payment is made in terms of cash in United States dollars or in terms of financial arrangements comparable thereto; and
> - The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.
>
> Source: *The Dictionary of Real Estate Appraisal*, Fourth Edition, pages 177-178, published by the Appraisal Institute, 2002.

For the purpose of this appraisal, and at the specific direction of the client and intended user of this appraisal and appraisal report, a hypothetical assumption has been made that the subject property is owned in fee simple. The appraised property includes land, site improvements, buildings and building service systems, furniture, fixtures, and machinery and equipment. Intangible assets relating to the operation of the subject and any other tangible assets are excluded from this report.

Valuation Research Corporation

For this appraisal, we made a personal inspection of the subject property on August 14, 2006. This inspection, along with information provided by ConocoPhillips has formed the basis for factual information pertaining to the subject property. Any discrepancy from this information could have a significant impact on our concluded opinion of value as stated. We have also made an analysis of recent sales of comparable sites and properties in the subject's area.

Our analysis considered all three approaches to value, the cost approach, the sales comparison approach, and the income capitalization approach.

The valuation has been made in accordance with the Uniform Standards of Professional Appraisal Practice ("USPAP") adopted by the Appraisal Standards Board of the Appraisal Foundation and the requirements of the Standards of Professional Practice and Code of Professional Ethics of the Appraisal Institute. We have provided a summary appraisal report, which is intended to comply with the reporting requirements set forth under Standards Rule 2-2(b) of USPAP for a summary appraisal report. As such, it presents only summary discussions of the data, reasoning, and analyses that were used in the appraisal process to develop Valuation Research Corporation's opinion of value. Supporting documentation concerning these matters has been retained in our work papers. The depth of discussion contained in the report is specific to your needs as the client and for the intended use stated. Valuation Research Corporation is not responsible for the unauthorized use of this report.

Valuation Research Corporation does not conduct or provide environmental liability assessments of any kind in performing its appraisals so that our opinion of the appraised value will not reflect any actual or contingent environmental liabilities except to the extent we are provided with a specific monetary assessment of such liabilities in writing. In any event, Valuation Research Corporation will not verify such monetary assessment and will offer no warranty or representation as to its accuracy or completeness.

All portions of this appraisal are to be used only in conjunction with the full report, which is subject to the assumptions and limiting conditions contained herein. Based on our investigation as outlined, it is our opinion that the Market Value of the fee simple interest in the subject property as of August 14, 2006, is equitably stated as follows:

TWO MILLION
TWO HUNDRED SEVENTY THOUSAND DOLLARS
$2,270,000

We have investigated neither the title to nor any liabilities against the property appraised. Neither Valuation Research Corporation nor any of its personnel have any financial interest in the assets appraised, and we certify that the compensation received for this study is not contingent upon the conclusions stated.

Respectfully submitted,

VALUATION RESEARCH CORPORATION

Valuation Research Corporation

Engagement Number: 50003591

Contents

List of Exhibits:

Statement of General Assumptions and Limiting Conditions

This appraisal is subject to the following assumptions and limiting conditions.

1. This report and the conclusions arrived at can only be relied upon by the parties to whom the transmittal letter is addressed for the sole and specific purposes as noted and as of the appraisal date specified. Furthermore, the report and conclusions are not intended by the author, and should not be construed by the reader, to be investment advice in any manner whatsoever. The conclusions reached represent the considered opinion of Valuation Research Corporation, based upon information furnished to them by ConocoPhillips ("the Company") and other sources.

2. In accordance with recognized professional standards as generally practiced in the valuation industry, the fee for these services is not contingent upon the conclusions of value contained in the report. VRC has determined to the best of its knowledge and in good faith that neither it nor any of its agents or employees has a material financial interest in the Company.

3. VRC assumes that all laws, statutes, ordinances, zoning and use regulations, other regulations, or regulations of any governmental authority relevant to and in connection with this engagement are complied with unless express written noncompliance is brought to the attention of VRC by those relied on by VRC, including the Company and its management, and stated and defined in the appraisal report.

4. It is assumed that all required licenses, certificates of occupancy, consents, or other legislative or administrative authority from any local, state, or national government or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based.

5. VRC has relied on certain public information and statistical information furnished by others, including, but not limited to, the Company, without verification. VRC believes such information to be reliable as to accuracy and completeness but offers no warranty or representation to that effect; however, nothing has come to our attention in the course of this engagement that would cause us to believe that any furnished information is inaccurate in any material respect or that it is unreasonable to utilize and rely upon such information.

6. In the event this report is used for a sale price, financing, or tax purposes, no responsibility is assumed for the inability to negotiate favorably on the basis of the values expressed herein.

7. VRC has not made a specific compliance survey or analysis of the subject property to determine whether it is subject to or in compliance with the Americans with Disability Act of 1990 (ADA) and this report does not consider the impact, if any, of non-compliance in estimating the value of the property.

8. The issuance of this report by VRC does not represent an assurance, guarantee, or warranty that the Company will not default on any debt obligations, if any, associated with the values stated in the report, nor does VRC make any assurance, guarantee, or warranty that the covenants for any financing will not be broken in the future.

9. Future services regarding the subject matter of this report, including, but not limited to, testimony or attendance in court, shall not be required of VRC, unless previous arrangements have been made in writing.

10. Neither all nor any part of the contents of this report (especially any conclusions as to value, the identity of any appraiser or appraisers, or the firm with which such appraisers are connected, or any reference to any of their professional designations) should be disseminated to the public through advertising media, public relations, news media, sales media, mail, direct transmittal, or any other public means of communication, without the prior written consent and approval of VRC.

11. No representation is made as to the legal sufficiency for any purpose of the definitions contained in the body of the report; such definitions are used solely for setting forth the scope of this report and VRC believes such definitions to be reasonable for the purposes of rendering this report.

12. Neither VRC, nor its agents or employees assume any responsibility for matters legal in nature, nor do they render any opinion as to any title to, or legal status of, property, which may be involved, both real and personal, tangible and intangible. Title is assumed to be good and marketable.

13. The Company agrees to reimburse Valuation Research for any expenses that Valuation Research may incur, as a party, witness or participant in connection with any litigation or dispute involving this engagement. This includes, unless it resulted from VRC's gross negligence or willful misconduct, all reasonable out-of-pocket costs such as travel expenses, attorney fees and, if necessary, costs of enforcing this agreement.

14. Where there may be real property involved, and unless specifically stated, VRC has not made a land survey of the property and has assumed that the Company has clear title to the property. VRC assumes that there are no hidden or unapparent conditions of the property, subsoil, or structures that render it more or less valuable. No responsibility is assumed for such unapparent conditions or for arranging for engineering studies that may be required to discover such unapparent conditions or any such unapparent conditions, which may exist.

15. All mortgages, liens, encumbrances, leases, and servitudes have been disregarded unless otherwise specified within the report. The property is appraised and conclusions of value are based upon the assumption that responsible ownership and competent management will continue.

16. Our opinion is necessarily based on economic, market, financial and other conditions as they exist on the date of this report. While various judgments and estimates which we consider reasonable and appropriate under the circumstances were made by us in the determination of value, no assurance can be given by us that the sale price which might ultimately be realized in any actual transaction, if and when effected, will be at the Present Fair Saleable Value or Fair Market Value indicated.

17. Material changes in the industry or in market conditions that might affect the Company's business from and after the appraisal date, which are not reasonably foreseeable, are not taken into account.

18. The conclusions of value are based upon the assumption that the current level of management expertise and effectiveness would continue to be maintained and that the character and integrity of the enterprise through any sale, reorganization, exchange, or diminution of the owners participation would not be materially or significantly changed.

19. The distribution of the total valuation in this report between land and improvements applies only under the reported highest and best use of the property. The allocation of value for land and improvements must not be used in conjunction with any other appraisal and is invalid if so used.

20. It is assumed that there is full compliance with all applicable federal, state, and local environmental regulations and laws unless non compliance is stated, defined, and considered in the appraisal report. It is further assumed that any mechanical and electrical equipment, which is considered part of the real estate, is in proper operating condition except when noted herein. These include, but are not limited to, such items as the heating, air conditioning, plumbing, sprinkler, and electrical systems.

21. Detailed architectural and engineering drawings were not always available to the appraisers. Construction details are based on the property inspections, available drawings, tax records, and interviews with the plant managers. However, some construction details in this report may differ from the actual construction.

22. No survey of the property has been made by the appraiser and no responsibility is assumed in connection with such matters. Sketches in this report are included only to assist the reader in visualizing the property.

23. In this report, the existence of potentially hazardous material used in the construction or maintenance of any structures, such as the presence of urea-formaldehyde foam insulation, and/or the existence of toxic waste, which may or may not be present on the property, was not observed by VRC, its employees or contractors, nor do they have any knowledge of the existence of such materials on or in the property except as noted. The appraisers, however, are not qualified to detect such substances. The existence of such substances may have an effect on the value of the property or properties appraised. VRC urges the client to retain an expert in this field if so desired.

24. It is assumed that the utilization of any land and improvements is within the boundaries or property lines of the property described and that there is no encroachment or trespass unless noted within the report.

25. VRC is not an environmental consultant or auditor, and it takes no responsibility for any actual or potential environmental liabilities. Any person entitled to rely on this report wishing to know whether such liabilities exist, or their scope, and the effect on the value of the property is encouraged to obtain a professional environmental assessment. VRC does not conduct or provide environmental assessments and has not performed one for this report.

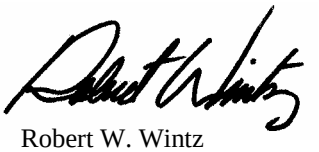
26. VRC has not determined independently whether the Company is subject to any present or future liability relating to environmental matters, including but not limited to CERCLA/ Superfund liability. VRC's report takes no such liabilities into account. To the extent such information has been reported to us, VRC has relied on it without verification and offers no warranty or representation as to its accuracy or completeness.

27. Information provided by the client, ConocoPhillips, pertaining to sizes, quantities, volumes, etc. has been accepted, in some cases without further verification, as being correct.

Certification

The undersigned certify that, to the best of our knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported limiting conditions and assumptions, and are our personal, unbiased professional analyses, opinions, and conclusions.
- We have no present or prospective interest in the property that is the subject of this report, and have no personal interest or bias with respect to the parties involved.
- Our compensation is not contingent upon the reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value estimate, the attainment of a stipulated result, or the occurrence of a subsequent event.
- The appraisal assignment was not based on a requested minimum valuation, a specific valuation, or the approval of a loan.
- Peter L. Morrison contributed to the research, analysis, and conclusions of this appraisal report.
- Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and the Supplemental Standards of Professional Practice of the Appraisal Institute and the Uniform Standards for Professional Appraisal Practice of The Appraisal Foundation.
- The use of this report is subject to the requirements of the Appraisal Institute, state licensing agencies or other appropriate professional organizations relating to review by its duly authorized representatives.
- Robert W. Wintz has made a personal inspection of the subject property. Peter L. Morrison has not made a personal inspection of the subject property.



Robert W. Wintz
State of California
Certified General Appraiser No. AG028772

Peter L. Morrison

CONOCOPHILLIPS COST CENTER NO. 255661

101 EAST EL CAMINO REAL

MOUNTAIN VIEW, CALIFORNIA

FIGURE 1 Summary of Salient Facts and Conclusions

PROPERTY STATISTICS	
Land Area:	24,700 Square Feet
Building Area:	1,624 Square Feet
Building Type:	Service Station with Retail Fuel Sales
IMPROVEMENTS	Service station with retail fuel sales, canopy, and site improvements
HIGHEST AND BEST USE	Continued use as a service station with retail fuel sales
DATE OF VALUATION	August 14, 2006
VALUE INDICATIONS	
Land Value:	$1,729,000
Total Market Value:	$2,270,000

Introduction

Identification of the Property

The subject property is located at 101 East El Camino Real in Mountain View, Santa Clara County, California and is referred to as ConocoPhillips Cost Center No. 255661. The appraised property is an existing service station with retail fuel sales. The main improvement to the property is a 1,624 square foot service station building that was originally constructed in the 1960s. The facility is situated on a 24,700 square foot site located on the southwest side of El Camino Real and the east side of Grant Road.

Statement of Ownership

The land associated with the subject property is owned by VO Limited Partners and leased to ConocoPhillips Company under the terms of a ground lease which is to expire on October 31, 2007, with no options currently in place for renewal. The improvements upon the site, including site improvements, buildings and building service systems, and gasoline related improvements comprise leasehold improvements are owned by ConocoPhillips Company.

For the purpose of this appraisal, and at the specific direction of the client and intended user of this appraisal and appraisal report, a hypothetical assumption has been made that the subject property is owned in fee simple.

Phillips Petroleum Company acquired the business and assets of Tosco Corporation in a merger that closed on September 17, 2001. Subsequent to that acquisition, the merger of Phillips Petroleum Company and Conoco, Inc. closed on August 30, 2002 resulting in the formation of ConocoPhillips Company. At one point or another, Tosco Corporation, Phillips 66 Company, and ConocoPhillips have all owned the subject property during the three-year period prior to the effective date of this appraisal. To our knowledge, there were no other offers to purchase, pending sales, or transfers of ownership of this property that occurred within this period.

Other than typical utility easements, we are not aware of any atypical easements, restrictions, or exceptions that are influencing this property or that would be expected to have an adverse effect on its value or marketability. Based on this, we have appraised the property as if it is free and clear of all encumbrances. In the event any one, or group of easements, restrictions, or exceptions are identified as representing adverse conditions affecting this property, our value conclusion would be subject to change.

Purpose and Function of the Appraisal

Our appraisal was conducted for the purpose of expressing an opinion of the market value of the property as of August 14, 2006. The function of the appraisal is to provide support for internal planning decisions, including support of certain assumptions used in negotiations between ConocoPhillips and potential lessees of the property.

Definition of Value

Market Value is defined for purposes of this report as:

> The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected

by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

- Buyer and seller are typically motivated;
- Both parties are well informed or well advised, and acting in what they consider their own best interests;
- A reasonable time is allowed for exposure in the open market;
- Payment is made in terms of cash in United States dollars or in terms of financial arrangements comparable thereto; and
- The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

Source: *The Dictionary of Real Estate Appraisal*, Fourth Edition, pages 177-178, published by the Appraisal Institute, 2002.

Property Rights Appraised

For the purpose of this appraisal, and at the specific direction of the client and intended user of this appraisal and appraisal report, a hypothetical assumption has been made that the subject property is owned in fee simple.

Fee Simple Estate is defined as:

> Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat.
>
> Source: *The Dictionary of Real Estate Appraisal*, Fourth Edition, page 113, published by the Appraisal Institute, 2002.

Date of Appraisal

The effective date of valuation is August 14, 2006. A physical inspection of the property was conducted on August 14, 2006.

Scope of the Appraisal

The appraisal included an inspection of the property and an analysis of recent comparable sales of similar types of property in the area.

The data gathered and the sources that were utilized are listed as follows:

1. Personal Inspection of the Property and Neighborhood
2. Demographic Data
   a. Chamber of Commerce
   b. Municipal Authorities
   c. State and County Authorities

3. Cost Data
   a. *Marshall Valuation Service*
   b. Owner's Construction Costs
   c. Engineers, Contractors, and Developers of Convenience Stores and Retail Fuel Facilities

4. Sales Data
   a. Assessor's Office
   b. County Records
   c. Real Estate Brokers and Appraisers
   d. Published Information
   e. CoStar Group
   f. LoopNet

5. Confirmation of Data
   Endeavored to verify all data used in this report with at least one source.

Appraisal Process

The appraised value as set forth in this report is supported with consideration and use of standard accepted appraisal practices and valuation procedures. There are three distinct approaches to value utilized in the process: the cost approach, the sales comparison approach, and the income capitalization approach.

In the cost approach, the first step is the valuation of the site as if vacant. This valuation is based on a comparative analysis of the most recent land sales suitable for comparability. As in the sales comparison approach, adjustments are made to reflect differences between the subject and the various comparables, with the final result being a land value estimate. The next step is a detailed analysis of the reproduction or replacement cost new of the improvements based on market derived costs for similarly constructed properties. Finally, accrued depreciation from physical deterioration and obsolescence of all causes is then estimated and subtracted from the reproduction or replacement cost new to arrive at the present value. Combining the land value estimate with the depreciated value of the improvements results in a total indicated property value by the cost approach.

Fundamental to this approach is the Principle of Substitution, which implies that the informed and rational purchaser/investor will pay no more for an existing improved property than the cost of producing a substitute property with equal utility.

The sales comparison approach involves an analysis of comparable properties that are reduced to a common unit of comparison, which in this appraisal is a price per square foot. These properties are compared with the subject and adjustments are made to reflect significant differences. After these adjustments, a value range is developed and a total indicated property value is estimated based on further analysis. The Principle of Substitution is particularly applicable to this approach since a prudent purchaser would pay no more for a particular property than he would have to pay for a substitute property, which offers equal utility.

The income capitalization approach measures in dollars the present worth of future benefits derived from the ownership of real property. The starting point is the development of an income estimate which is derived from comparable income projections based on historical data. The income estimate is then reduced by the appropriate fixed and operating expenses. The present worth of receiving this net operating income is measured by two methods -- capitalizing the net income stream into a total indicated property value (direct capitalization) and discounting a projected cash flow at an appropriate rate of return, or yield (discounted cash flow). The discount

rate is market-derived and also relates to the Principle of Substitution in that an investor would not be justified in paying more for a particular income stream than he would have to pay for an equal income stream with a similar element of risk.

Appraisal Process Employed

For this appraisal we have considered all three approaches to value. Well-located and managed retail fuel facilities owned by major oil companies are rarely exchanged. However, if and when these properties do exchange, they are typically packaged with other properties in the same area and acquired by another major oil company as part of a strategic expansion of an existing market area or as an efficient means of establishing a presence in a new market area.

We contacted real estate professionals who, on different levels, have been active participants in transactions of retail fuel facilities. The consensus was that decisions pertaining to the acquisition or disposition of these types of properties are primarily influenced by the cost to establish a presence in a comparable location (the cost approach) and their potential for the generation of income (the income approach).

The cost approach was considered to be a reliable method in that it recognizes the contributory value of the individual components specific to the property. Importantly, the cost approach specifically excludes any contributory value of the business operation attributable to current management.

Our investigation of the subject market for transactions of retail fuel facilities found a number of properties that sold over the course of the past several years. In analyzing these sales, we found a wide range of values with little correlation to any usable unit of comparison such as price per square foot of building area.

As stated, the potential for the generation of income is the driving factor behind purchase decisions for this type of property. However, this approach is somewhat limited by the lack of available information specific to the financial history of the subject property, resulting in a reliance on a number of estimates and assumptions. Many of these required estimates and assumptions are based on the historic performance under current management and, in turn, reflects at least a portion of the business value attributable to current management -- a component specifically excluded from this appraisal.

Based on our investigation and analysis, we have placed the greatest emphasis in this appraisal on the cost approach. Although we have considered both the sales comparison approach and income approach in this appraisal, we have excluded them from full development and consideration given their inherent recognition of at least a portion of the business value component.

Competency Provision

The competency provision of the Uniform Standards of Professional Appraisal Practice states in brief that, prior to accepting an appraisal assignment, an appraiser must have the knowledge and experience to complete the assignment competently or disclose the lack thereof; and take all necessary steps and describe in the appraisal report the steps taken to complete the assignment competently.

In adherence with the Competency Provision of USPAP, the signing appraisers have adequate knowledge and experience to appraise the subject property type.

Description

Neighborhood Description

The subject neighborhood is defined as West Evelyn Avenue on the north, North Drive on the south, South Bernardo Avenue on the east, and Castro Street on the west. The neighborhood is approximately one mile northwest of the Mountain View Central Business District (CBD).

Primary access to the neighborhood consists of Highway 82 which travels from San Mateo on the northwest to San Jose on the southeast. The primary traffic pattern affecting the subject is southeast/northwest traffic on El Camino Real and, to a lesser extent, north/south traffic on Grant Road. The subject neighborhood is well located and easily accessible.

The subject property is located on the southwest side of El Camino Real. El Camino Real is an arterial traversing the subject neighborhood in a southeast/northwest direction. It intersects with Grant Road at the subject's north corner.

The immediate neighborhood is of a mixture of residential and retail/commercial development. Across El Camino Real to the north of the subject are an office building and a BMW dealer. To the east, the adjoining property is a shopping center and to the west are a Chevron station and a strip shopping center. Adjacent to the subject to the south is a Walgreen's.

In summary, the subject neighborhood is a part of the Mountain View Metropolitan Area. The land use in the neighborhood is mixed-use and is primarily comprised of residential, commercial and retail properties. With respect to the stage of development, the subject neighborhood is developed. Considering all relevant factors, the overall outlook for the neighborhood is stable.

Site Description

The subject site is located on the southwest side of El Camino Real and the east side of Grant Road and contains 24,700 square feet. The shape of the site is irregular, and functional for commercial development. The site has approximately 167 feet of frontage along the southwest side of El Camino Real and approximately 140 feet of frontage along the east side of Grant Road. There are two curb cuts along El Camino Real and two curb cuts along Grant Road providing ingress and egress.

The topography of the site is level and lies at street grade. Based on our inspection of the site, drainage appears to be adequate. The site is served by all public utilities including sanitary sewer and water, electricity, and telephone service. The subject has typical utility easements that do not appear to negatively affect the development potential of the site and no adverse easements or encroachments were identified.

El Camino Real is a divided six-lane, asphalt paved arterial and Grant Road is a divided six-lane, asphalt paved arterial. Because of the site's corner position, it has good accessibility and exposure.

In summary, the subject site is located at the intersection of two traffic carriers and affords good access and exposure. All typical utilities are available to the site and there do not appear to be any topographical features, soil conditions, encroachments, or easements that are detrimental to the development potential of the site. Overall, the development potential of the site is good.

The following information summarizes the physical characteristics of the site:

FIGURE 2 Site Summary

Size:	24,700 square feet
Shape:	Irregular
Topography:	Level and at street grade
Frontage:	167 feet along the southwest side of El Camino Real and 140 feet along the east side of Grant Road
Easements:	Typical utility (does not affect marketability)
Site Improvements:	Asphalt and concrete paving, concrete curbing, exterior lighting, and a dumpster enclosure
Access:	Good
Visibility:	Good
Utilities:	Municipal water/sewer; private utilities for gas, electrical, and telephone
Landscaping:	Perimeter lawn, plants and trees
Fencing:	Chain link
Signage:	One monument sign

Zoning

The subject site is zoned commercial by the City of Mountain View. This zoning classification permits most categories of retail and commercial development, including service station. The current use of the site is, therefore, a legal use under the parameters of this ordinance.

Environmental

We made neither soil tests nor tests of underground water. If the property has been used for the sale of petroleum products, we suspect that leakage of toxic material may have occurred. However, we are not qualified to detect such substances, and therefore, the extent of toxic waste remaining on the property, if any, is not known. The appraiser assumes that ConocoPhillips will accept responsibility for any contaminates that exist, if any, on the subject property as of the effective date of this appraisal.

Valuation Research Corporation has not determined independently whether the manager/operator or owner(s) is subject to any environmental liabilities. Valuation Research Corporation has relied upon the information reported to us without verification. Valuation Research Corporation believes it to be reliable as to accuracy and completeness but offers no warranty or representation to that effect.

Description of Improvements

The subject property is improved with a service station building that contains 1,624 square feet. The building was originally constructed in the 1960s. The building is rectangular shaped and is constructed of decorative rock and metal panel on a reinforced concrete slab. The roof is pitched shingle. The windows are fixed plate glass.

The interior of the building includes a cashier or retail sales area, restroom, storage and equipment rooms, and three service bays. One plate glass door provides primary access to the retail area of the building and three overhead bay doors provide access to the three service bays.

The general condition of the improvements is average in consideration of their age and construction, with no significant items of deferred maintenance noted.

The property is also improved with a double steel-framed, pitched shingle canopy. The canopy areas are each approximately 1,012 square feet and shelter a total of six dispensers on six concrete islands.

We made no judgment regarding the property's compliance with the Americans with Disabilities Act (ADA) requirements.

The following information summarizes the physical characteristics of the improvements:

FIGURE 3 Improvement Summary

Column Footings:	Reinforced concrete
Framing:	Metal frame
Slab on Ground:	Reinforced concrete
Wall Foundations:	Poured in place reinforced concrete
Super Structure Walls:	Decorative rock and metal panel
Roof:	Pitched shingle
Floor Finish:	Commercial grade tile in retail sales/waiting area and restrooms; exposed concrete in service and utility areas
Partitions:	Metal or composition sheeting
Heating:	Only in sales area
Plumbing:	Standard ceramic fixtures
Lighting:	Tube fluorescent fixtures
Condition:	Average with no significant items of deferred maintenance noted

Valuation

Highest and Best Use

Central to the concept of value is the theory of highest and best use. The theory is based on the observation that properties in the market tend to be priced according to their most profitable likely use. The highest and best use conclusions are drawn from an economic study of market forces and form the basis of the appraisal process.

Definition

Highest and Best Use for the purposes of this report is defined as:

> The reasonable and probable use that supports the highest present value of vacant land or improved property, as defined, as of the date of the appraisal. Alternately, it is defined as the reasonable probable and legal use of land or sites as though vacant, found to be physically possible, appropriately supported, financially feasible, and that results in the highest present land value.

The definition immediately preceding applies specifically to the highest and best use of land. It is to be recognized that in cases where a site has existing improvements on it, the highest and best use may very well be determined to be different from the existing use. The existing use will continue, however, unless and until land value in its highest and best use exceeds the total value of the property in its existing use.

The highest and best use is arrived at by testing potential uses of the property, both as improved and as though vacant, to find the use, which meets the criteria discussed below. Improved properties are considered also as though vacant to reflect the fact that any existing improvement can be demolished.

1. **Physically Possible** – Those uses of vacant land, which are possible after considering physical characteristics such as area, shape, dimensions, topography, frontage, access, soil conditions and other physical factors, which are physically possible.
2. **Legally Permitted Use** – Legally permitted uses after considering local, state and federal regulations and private restrictions. Local zoning is often one of the key factors affecting land use within an area and includes restrictions on uses permitted, such as lot size and dimension, coverage, set backs, building height, and floor area ratio among other zoning regulations.
3. **Financially Feasible** – Those uses, which are physically possible and legally permitted, which meet the test for financial feasibility. For a use to be financially feasible it must produce a positive return beyond operating expenses, financial obligations, and capital amortization.
4. **Maximally Productive** – Those uses, which are physically possible, legally permissible, and financially feasible, which produces the highest price or value, is the highest and best use.

Highest and Best Use As if Vacant

Physically Possible Uses

The size of the subject site, its shape, topography, access to utilities, street frontage, soil and subsoil conditions indicate that favorable building conditions exist for any of the permitted uses. Indeed, the fact that the site is currently improved proves that the parcel is buildable. The site is average in size, at grade with its access streets, and located in an area served by all utilities. It has good access and good visibility and does not suffer from any adverse physical conditions, encroachments, easements or restrictions, which would affect its potential development.

Legally Permitted Uses

Uses permitted include categories of retail and commercial development, including service station. Based on the current zoning and the neighborhood environment and development, the possibility of zoning changes in the near future is unlikely. Therefore, allowable development would be any use according to the current or grandfathered zoning ordinance.

Financially Feasible Alternate Uses

An examination of the local economy suggests that there would be a high degree of demand for the subject site based on its location. It appears to have adequate access and exposure for commercial/retail use.

Therefore, based on its zoning and location, a commercial/retail use is considered to be financially feasible.

Maximally Productive Use

The most productive use would be to utilize the subject with a retail-oriented commercial use.

Conclusion

Based on the above, it is our opinion that the highest and best use of the subject site, as if vacant, is for commercial/retail use, which is able to take advantage of its accessibility and exposure.

Highest and Best Use As Improved

Physically Possible

As outlined under the highest and best use as if vacant discussion, the subject site is suitable for any legally permitted uses, which could be developed on the site. The existing improvements, however, are well suited for their intended use. Other physically possible uses include total retail, branch banks, auto repair shops, etc.

Legally Permitted

As discussed under zoning, legally permitted uses include a number of uses including the current use.

No other unusual legal limitations to development are known to exist.

Financially Feasible

Of those uses identified as legally and physically possible, only those that are capable of generating a return sufficient to justify the risk for the investment are considered financially feasible alternate uses.

The current improvements, because of their location and the demand for fuel and/or other retail products, are capable of generating a return on invested capital and are thus considered to be financially feasible. Converting the subject to any other legally permitted use such as a auto repair shop or retail stores would be financially feasible, but would not have the highest return on invested capital.

Maximally Productive Use

The subject property is improved with a service station. This use is in general conformance with the Highest and Best Use of the land as though vacant and available as derived above. The site and improvements are functionally adequate for continued use, and significant alteration is not considered economically necessary. Therefore, we conclude that the Highest and Best Use of the subject property is continued use as a service station with retail fuel sales.

Marketing Period

Considering the information provided, it is our opinion that if the subject were aggressively marketed it could be sold within 6 to 12 months. An asking price that reflected a reasonable price would be required. The indicated marketing period is typical for this market and a building of comparable size and utility. No additional deductions for marketing time are warranted.

Exposure Period

The reasonable exposure period is a function of price, time and use; not an isolated estimate of time alone. According *to The Dictionary of Real Estate Appraisal*, Fourth Edition, published by the Appraisal Institute (2002), exposure time is defined as follows:

> … The estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal; a retrospective estimate based upon an analysis of past events assuming a competitive and open market …

Interviews with real estate market participants active in this market indicated that a reasonable exposure period for a well-located, retail gasoline facility would be less than one year – anywhere from 3 months to 12 months. These estimates are supported by reports published by real estate brokerage firms for this market and national sources.

Based on the preceding information, it is our opinion that the reasonable exposure time for the subject property, at our concluded opinion of market value and assuming adequate, sufficient, and reasonable effort, would have been 6 months.

Cost Approach

The cost approach to value is one of the three approaches in the appraisal process. The principle of substitution provides the basic foundation for the cost approach and affirms the principle that no prudent person would pay more for a property than the amount for which the site can be acquired and on which improvements that have equal desirability and utility can be constructed without undue delay.

The basic steps in the cost approach are outlined immediately below:

1. Value the land by the sales comparison method.
2. Estimate the cost to reproduce (or replace) the basic improvements, new.
3. Estimate the dollar amount of accrued depreciation due to:
   a. Physical deterioration
   b. Functional obsolescence
   c. Economic obsolescence
4. Deduct the total amount of accrued depreciation from cost new to derive the present depreciated cost of the basic improvements.
5. Add the land value estimate to the depreciated cost of the improvements to arrive at a value indication by the cost approach.

The cost approach is considered most reliable when 1) the improvements are new or relatively new, 2) the current use represents the highest and best use of the site and, 3) the land value estimate is supported by a reliable group of comparable land sales. The cost approach is also particularly relevant and reliable in the valuation of properties, such as the subject, that can be classified as a special use. In the instance of properties that are not new, the cost approach must be considered as one of the several approaches to value and often is not in itself the most pertinent. The reason is that depreciation of all types is difficult to measure accurately and must, in fact, be related to the value estimates developed in the sales comparison and income capitalization approaches.

Valuation of the Land

In arriving at a valuation of the land, the sales comparison approach is utilized. The principle of substitution is a major basis for this approach. The principle of substitution as applied to the sales comparison approach holds that the value of a property that is replaceable tends to be set by the cost of acquiring an equally desirable substitute property.

This approach calls for a comparison of sales of land parcels similar to the subject site. Comparison is made by reducing the sales data to a common unit of comparison accepted in the market, which in this instance is price per square foot. The unit of comparison is then adjusted to reflect difference with the subject property.

In order to arrive at an estimated value on this basis, an analysis of sales and offerings in the same or similar area is undertaken. These sales are then adjusted for time of sale (market conditions), location, physical attributes such as size, shape, frontage, topography, utilities, as well as external factors such as zoning, conditions of sale, and other relevant factors. The following is a summary of those land sales.

FIGURE 4 Summary of Comparable Land Sales

Sale No.	Location	Sale Date	Sale Price	Land Area Sq. Ft.	Price per Sq. Ft.
1	4230 El Camino Real Palo Alto, CA	8/05	$2,150,000	22,800	$94.30
2	4073 El Camino Real Palo Alto, CA	5/06	$850,000	7,405	$114.79
3	954 El Camino Real Sunnyvale, CA	5/06	$830,000	13,068	$63.51

Comparable Vacant Land Sales Discussion and Analysis

All of the sales used in this analysis were reported to be arm's length transactions involving the transfer of the fee simple interest and were sold for cash or with financing terms that were at market. As a result, adjustments to the sales price were not required.

Market Conditions (Time)

The sales considered are in proximity to the subject and the sale transactions took place within a relatively short period of time in which the real estate market has experienced typical minimal price adjustments and, according to most brokers, has been stable. As a result, no or only modest upward price adjustments to the comparable unit sale prices is appropriate.

Physical Characteristics

Location

The location adjustment is made to compensate the data for either a superior or inferior location relative to the subject site. Based upon an inspection of the data, Sales 1 and 2 are considered superior with respect to location as compared to the subject site with downward adjustments warranted.

Size

The size of a parcel will usually affect its per-unit sale price. An inverse relationship typically exists between the size of a property and its sale price per square foot – the larger the size of a property the smaller the per-unit price, assuming all other variables are constant. The subject site contains 24,700 square feet while the comparable sales range in size from 7,405 to 22,800 square feet. Sales 2 and 3 are smaller and, consequently, downward adjustments have been made to these sales.

Zoning, Shape, Topography, Utilities, Access/Visibility

All of the comparable land sales are quite similar to the subject. All had similar zoning, were of comparable topography and grade with the fronting street(s), and were served by all municipal utilities. As a result, adjustments for these factors were not made to the comparable sales prices. Sale 2 is considered to have an inferior shape when compared with the subject and an upward adjustment is made. The access and visibility of Sales 1 and 3 were inferior when compared with

the subject and results in upward adjustments to these sales. Sale 1 is adjusted downward for an existing improvement at the time of sale.

Land Value Conclusion

Prior to adjustment, the comparable sales ranged in price from $63.51 to $114.79 per square foot. After the sales were adjusted, the price ranged from $69.31 to $70.57 per square foot. In reconciling the indications of value, greatest weight was given to all three sales Therefore, it is our opinion that the market value of the subject property is $70.00 per square foot, or as follows:

FIGURE 5 Land Value Estimate

	Market Value
24,700 Square Feet @ $70.00 per Square Foot =	$1,729,000
Rounded	**$1,729,000**

To this point we have arrived at a value for the land as though free and clear and ready for development. To this we must add the entitlement costs, i.e. engineering fees, permit fees, legal fees, etc. Based on historical experience as reported by ConocoPhillips, these costs add about $202,500 to the land value.

Valuation of the Improvements

The replacement cost new as of the valuation date was estimated for the structure, building services and finishes, and site improvements. Cost estimates have been developed using the *Marshall Valuation Service* commercial building valuation system, information provided by ConocoPhillips pertaining to actual construction and development costs, and information provided by engineers, contractors, and developers of convenience stores and retail fuel facilities.

Replacement Cost New

The *Marshall Valuation Service*, a generally accepted and widely used construction cost estimating manual, has been used as a source in developing the replacement cost new (RCN) of the subject improvements. We have also gathered and analyzed actual construction costs from ConocoPhillips and others for recently constructed retail fuel facilities and have incorporated this information into our calculations.

In addition to the costs included in the replacement costs as presented above, a cost, which reflects the incentive necessary to induce an entrepreneur to undertake the risk associated with constructing the project—entrepreneurial profit—is sometimes added. We have not added an entrepreneur incentive cost because this type of property is not normally developed for investment purposes, and thus entrepreneurial profit is a moot point.

Finally, from this final estimate any loss in value resulting from accrued depreciation will be deducted.

Accrued Depreciation

The *Marshall Valuation Service* manual, in conjunction with information provided by ConocoPhillips personnel, has been used as a source in developing the replacement cost new (RCN) of the subject improvements. From this estimate will be deducted any loss in value

resulting from accrued depreciation. The three types of depreciation are defined and/or explained as follows:

> **Physical Deterioration** is an impairment of condition resulting from wear and tear, disintegration, use in service, level of maintenance and/or actions of the elements. Our estimate of physical deterioration is based on observed condition at the time of our inspection. We have utilized an age/life factor and a composite basis to estimate the physical deterioration applicable to the existing subject improvements.
>
> **Functional Obsolescence** is an impairment of design resulting from a loss in functional utility, capacity, layout, or efficiency. It is caused by such factors as, but not limited to, overcapacity, inadequacy, or changes in construction technology that may affect the utilization of the property itself or in its relationship with other items comprising the total improvement.
>
> **External Obsolescence** is a loss of desirability or useful life, which arises from economic forces external to the property and caused by such factors as locational detriments, changes in highest and best use, as well as legislative enactments of restrictions, which unduly impair or restrict property rights.

In conjunction with guidelines established by the *Marshall Valuation Service* and our personal observation of the subject, we estimate the economic life of this type of building to be 25 years. The general condition of the improvements is average in consideration of their age and construction, with no significant items of deferred maintenance noted. In our estimation, the effective age of the structure is 15 years. Using the age/life method of estimating overall, incurable depreciation, the calculations are as follows:

FIGURE 6 Age/Life Method of Estimating Overall, Incurable Depreciation

Effective Age ÷ Normal Economic Life = % Depreciation
15 ÷ 25 = 60%

Functional obsolescence, as previously stated, is an impairment of design resulting in a loss in functional utility, capacity or efficiency, and negatively affects the value of the building. Potential buyers, in our opinion, would find this building to be functional and adaptable. Any possible functional obsolescence resulting from older and perhaps superadequate construction is addressed through the use of replacement costs rather than reproduction costs.

External obsolescence involves external factors, which negatively impact the value of the improvements and is basically caused by a lack of demand, or an oversupply of vacant properties in the real estate marketplace. Because the highest and best use of the property is continued use as a service station and there appears to be sufficient justification for continuing to use the subject, any negative external real estate factors are not apparent. As a result, we have not assessed an external obsolescence adjustment to the subject.

Valuation of the Personal Property

Finally, the total value of the subject must include the personal property (machinery and equipment plus furniture and fixtures) needed to operate the subject based on its current use.

In forming our opinion of value, the replacement cost new of the equipment reported to be at each site was determined based on cost manuals published by nationally recognized authorities who report this type of information, e.g., *Marshall Valuation Service*; proprietary information contained in our files; information from equipment manufacturers, vendors and installers; and ConocoPhillips. Where original cost data was available from ConocoPhillips records, we estimated the replacement cost new for each asset by applying inflation factors to the original costs. The factors were obtained from the United States Government published *Producer Pricing Indices* and the United States Department of Commerce, Bureau of Economic Analysis, in addition to our own indices.

In estimating physical depreciation for the equipment, we made adjustments to each replacement cost new using Iowa Curves. The Iowa Curves are based on average service lives of various types of assets and require the use of historical data of the particular asset or group of assets to be valued. We made adjustments to each replacement cost new based on the age and estimated service life of each asset. We obtained average service lives from *Marshall Valuation Service*, the *1993 Internal Revenue Service Bulletin 534; Depreciation* and from conversations with asset manufacturers, used equipment dealers and end-users. Average service lives ranged from 7 to 25 years depending upon the type of asset.

Adding the depreciated value of the personal property to the depreciated value of the building(s) and site improvements results in the total value of the tangible depreciable assets. Finally, the value of the land is added to arrive at our opinion of the total value of the fee simple interest in the subject property.

Conclusion of Value: Cost Approach

As of August 14, 2006, it is our opinion that the fee simple interest in the subject property, using the cost approach to value, is equitably stated at: $2,270,000.

The spreadsheet that appears on the following page of this report represents a summary of the development of the cost approach for the subject property.

ConocoPhillips

FIGURE 7 Cost Approach Summary
ConocoPhillips Cost Center 255661, Mountain View, California

Building Improvements

Base Cost (Sec 64/Pg 1, Class S, Average)		$95.03
Multipliers:		
Area/Perimeter	0.956	
Height	1.000	
Current Cost	1.030	
Local	1.210	
Total		1.191
Adjusted Base Cost		$113.18
Building Area (SF)		1,624
Subtotal Replacement Cost New (RCN)		$183,804
Less Physical Deterioration @ 60%		(110,283)
Subtotal RCN Less Physical Deterioration		73,521
Add Soft Costs (Permitting and Entitlements)		202,500
Total RCN Less Physical Deterioration - Building		$276,021

Site Improvements

Description	Units	Unit Cost	Total RCN	Effective Age	Economic Life	% Physical Deterioration	RCNLD	
Grading	24,700 SF	$0.29	7,163	- -	- -	- -	7,163	
Asphalt Paving	12,000 SF	$2.44	29,280	6	10	60%	11,712	
Concrete Paving	8,000 SF	$6.69	53,520	9	16	56%	23,549	
Concrete Curbing	370 LF	$9.00	3,330	11	20	55%	1,499	
Landscaping	- -	- -	- -	- -	- -	- -	5,000	
Miscellaneous (Fencing, etc.)	120 LF	$25.00	3,000	0	25	0%	3,000	
Trash Enclosure	80 SF	$5.65	452	15	25	60%	181	
Lighting	3 Fix	$1,815	5,445	9	16	56%	2,396	
Total Replacement Cost New Less Physical Deterioration - Site Improvements								54,499

Gasoline Related Improvements

Description	Units	Unit Cost	Total RCN	Effective Age	Economic Life	% Physical Deterioration	RCNLD	
Canopy	1,012 SF	$29.44	29,793	9	16	56%	13,109	
Canopy	1,012 SF	$29.44	29,793	9	16	56%	13,109	
Signage	1 Fix	$7,879	7,879			50%	3,940	
Machinery and Equipment:								
UST 12,032 Gal	1	$41,689	41,689			46%	22,512	
UST 12,032 Gal	1	$39,120	39,120			46%	21,125	
UST 550 Gal	1	$11,151	11,151			46%	6,022	
Dispensers	6	$18,255	109,530			42%	63,527	
Control Console	1	$14,002	14,002			42%	8,121	
Piping	- -	$4,278	25,668			32%	17,454	
Spill Containment	- -	$24,530	24,530			44%	13,737	
Additional Installation	- -	$51,341	51,341			57%	22,077	
Lift	3	$6,441	19,323			71%	5,604	
Air Compressor	1	$4,273	4,273			61%	1,666	
Total Replacement Cost New Less Physical Deterioration - Gasoline Related Improvements								212,002

Subtotal Replacement Cost New of Improvements Less Physical Deterioration	$542,522
Less Functional Obsolescence	0
Less External Obsolescence	0
Total Replacement Cost New of Improvements Less Physical Deterioration	$542,522
Add Land Value	1,729,000
Total Estimated Value by the Cost Approach	$2,271,522
Rounded	**$2,270,000**

Reconciliation and Final Value Estimate

It should be noted that this appraisal is a complete appraisal presented in a summary report format. As such, not all of the data or calculations used to arrive at our opinion of value is presented in this report, but is maintained in our files.

In addition, we have been provided with building and site size information along with certain personal property quantities and capacities and other information pertaining to the subject properties. This information has been used in our calculations and constitutes an important element in forming our opinion of value. We have accepted this information as presented and believe it to be accurate.

We have considered three approaches to value and concluded, based on the scope and type of property involved, that the cost approach is the most relevant.

FIGURE 8 Summary of Values

	Market Value
Sales Comparison Approach	N/A
Cost Approach	$2,270,000
Income Approach	N/A

The cost approach, which indicates value by estimating the replacement cost of the improvements and then deducting for depreciation, is useful when dealing with buildings experiencing limited depreciation caused by age and utility. Cost figures are gathered from national cost estimating surveys, adjusted for location and economic trends, and verified by the actual costs to construct similar improvements. Depreciation due to physical deterioration can be estimated and depreciation due to most obsolescence is addressed through the use of replacement costs. Because of the special nature of the subject, this methodology is a reliable appraisal method. This approach has the added benefit of considering only the real and personal property and not the business value. Consequently, the cost approach has been given the greatest consideration in this appraisal.

Valuation Research Corporation does not conduct or provide environmental liability assessments of any kind in performing its appraisals so that our opinion of the appraised value will not reflect any actual or contingent environmental liabilities except to the extent we are provided with a specific monetary assessment of such liabilities in writing. In any event, Valuation Research Corporation will not verify such monetary assessment and will offer no warranty or representation as to its accuracy or completeness.

Based on our investigation as outlined, it is our opinion that the Market Value of the subject property, as of August 14, 2006, is equitably stated at:

TWO MILLION
TWO HUNDRED SEVENTY THOUSAND DOLLARS
$2,270,000

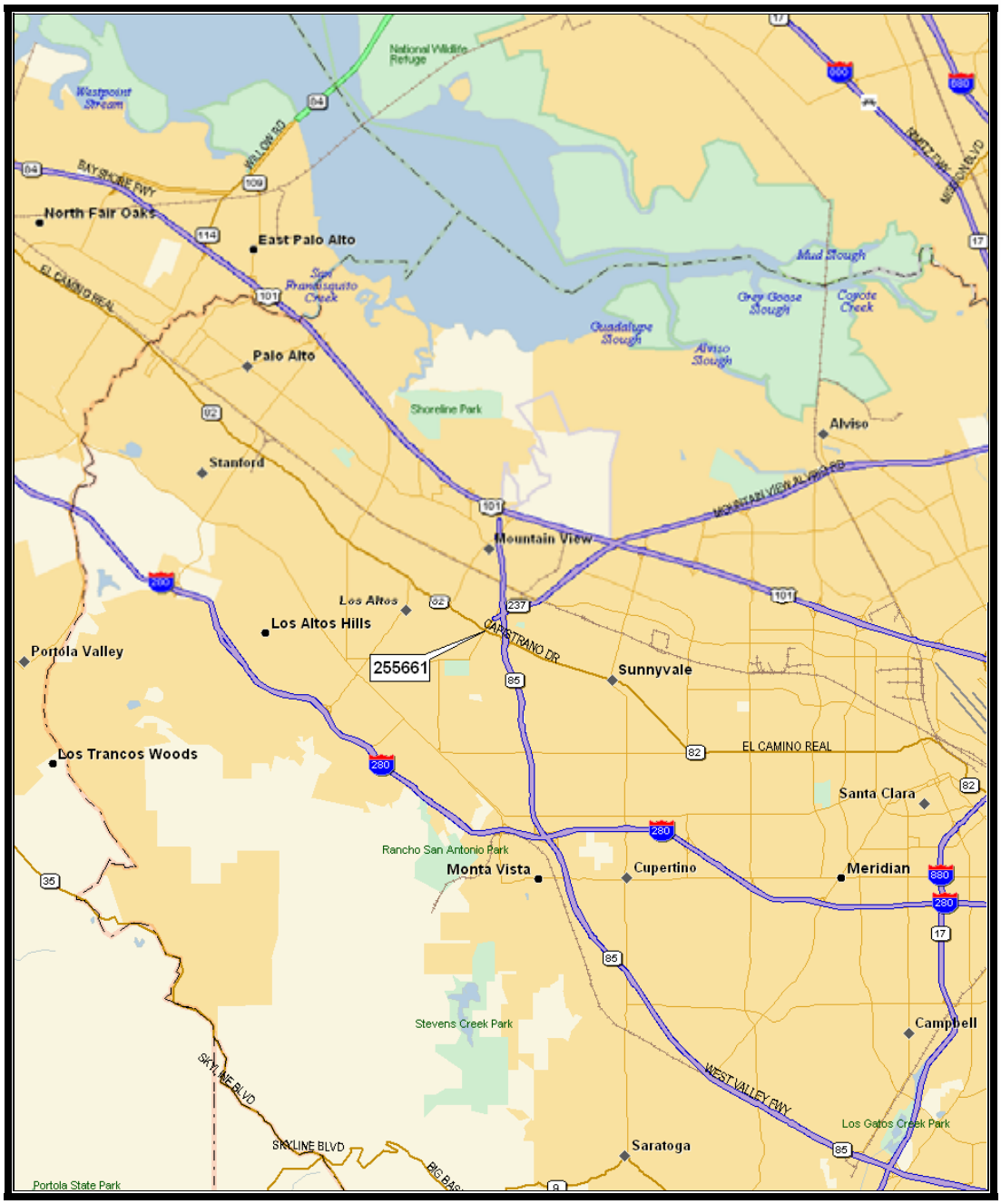
Exhibits

FIGURE 9 List of Exhibits

Exhibit 1	Area Map
Exhibit 2	Neighborhood Map
Exhibit 3	Photographs of the Subject Property

ConocoPhillips

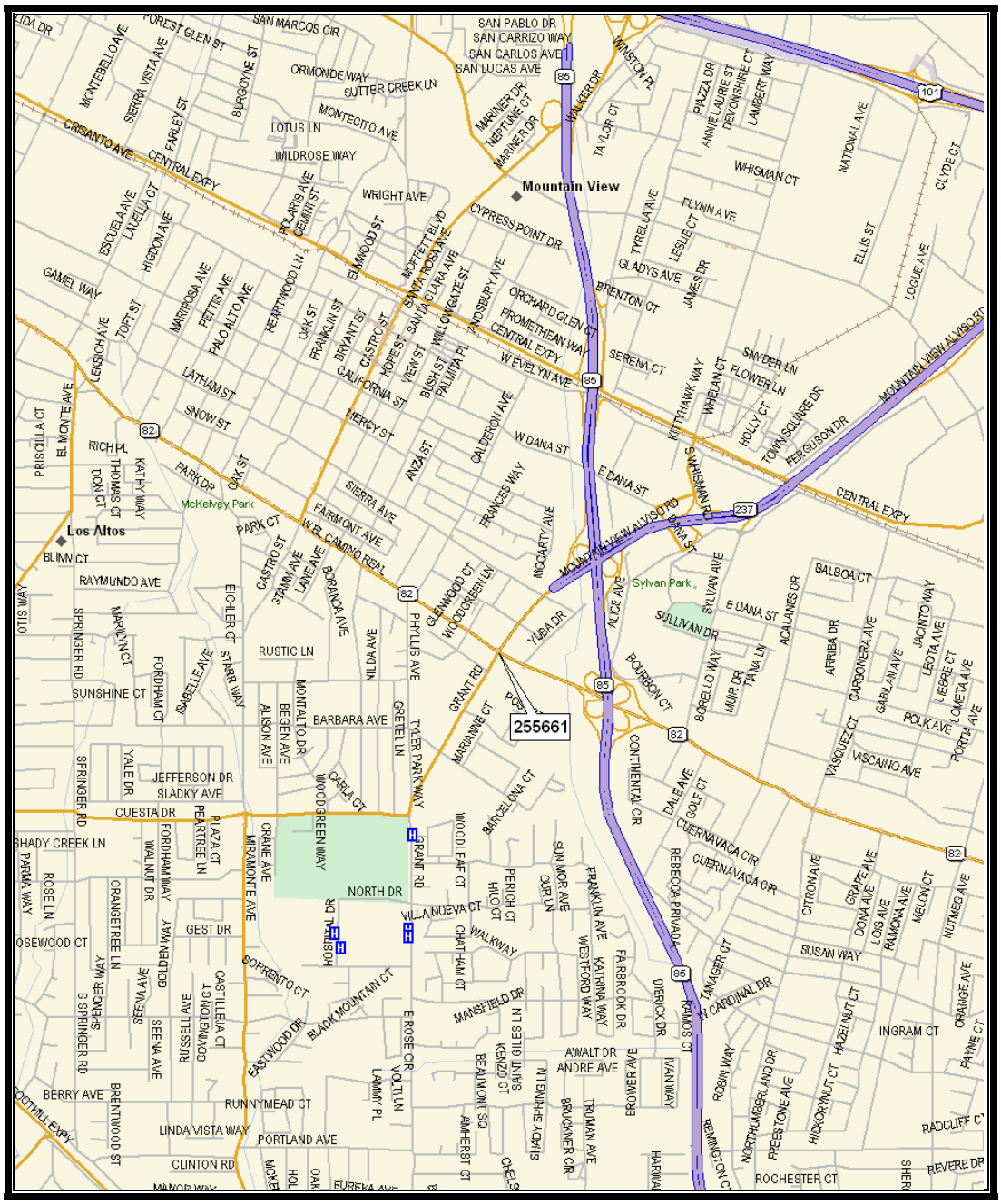
Exhibit 1



Area Map
ConocoPhillips Cost Center No. 255661
Mountain Valley, California

ConocoPhillips

Exhibit 2



Neighborhood Map
ConocoPhillips Cost Center No. 255661
Mountain Valley, California

ConocoPhillips

Photographs of the Subject Property

Front View

Side View

ConocoPhillips

Looking Southeast Along El Camino Real

Looking South Along Grant Road

VALUATION RESEARCH CORPORATION

2006-CA-A-2-1 ✓ 94.30
2006-CA-A-2-2 ✓ 114.79
2006-CA-A-2-7 ✓ 63.51

120
120
130

CONOCO PHILLIPS PETROLEUM
FIELD FORM

Site Number: 255661 Date Inspected: 8-14

Location: Address 101 E El Camino Real
City Mountain View County Santa Clara State CA

LAND:

Perimeter: Front: 147 Side: 165
Size: 24,700 Sq. Ft.
Location: Corner or Interior
Controlled Intersection: Light / Sign / None
Curb Cuts: Main 2 Secondary 2
Side ____ Rear ____

Bldg 29x56

SITE IMPROVEMENTS:

	No. (Amt.)	Area	Condition
Canopy 1: 10/12	1	22x46 SF	P F A G
Canopy 2: 10/12	1	22x46 SF	P F A G
Islands:	6	3x15 SF	P F A G
Pumps:	6	Hoses 2 ea	P F A G
		Hoses ____ ea	P F A G
Light Poles: Single: 3		Double: ____	P F A G
Paving:			
Concrete:	40 % of Total		P F A G
Asphalt:	60 % of Total		P F A G
Concrete/Asphalt Curbing:	370 / ____ LF		P F A G

Sign: 1 S/Pole D/Pole Monument Freeway
Dumpster Enclosure: Y / N 8x10 SF P F A G

Landscaping: None $ 5000
Perimeter Minimal Extensive Lawn Shrubs Flowers Plants Trees

Fencing: None Chain Block Brick Wood Stockade Iron Plastic 120 LF

DS - Data ✓ Photos ✓ EXHIBITS - SKIFF - Done

BUILDINGS:

Shape: Irregular **Condition:** Fair / Average* / Good / Very Good / Excellent

Year Built: 1960's Effective Age: 14/56 15/60

Type: Service (Center) No. Bays: 3

C Store Fueling Station w/Food Booth

Food Shop Kiosk

Size: 1624 * Sq. Ft.

Car Wash: Yes (No) Size: _____ Sq. Ft (Free Stand / Attached)

Frame: Masonry Wood Metal

Walls: Brick Wood/Comp Sheating Deco Block/Rock Metal Panel Stucco

Roof: Flat Mansard Pitched Steel Metal Deck

Spanish Tile Tile Asphalt / Metal / Shake Shingle

Canopy: Different: _____

EQUIPMENT: - one poor cond

Hoist: In 3 On _____ Vacuums: 0 Air Disp: 1

Air Compressor: 1 Tanks: _____ Vapor: Y / N

2 only fair cond.

PRIMARY STREET: El Camino Real

Number of Lanes 2 4 (6) Other _____ Median (Y) / N

Frontage 107 Curb Cuts 2 Side of Street SW

Arterial Highway Res Connector Comm Connector

Direction of Travel N/S E/W SE/NW SW/NE

SECONDARY STREET: GRANT RD

Number of Lanes 2 4 (6) Other _____ Median (Y) / N

Frontage 150 Curb Cuts 2 Side of Street E

Arterial Highway Res Connector Comm Connector

Direction of Travel (N/S) E/W SE/NW SW/NE

USES SURROUNDING THE PROPERTY

North P / S Office Bldg Mountain View BMW

South P / S Walgreens

East P / S S/C

West P / S Chevron Strip S/C

SITE:

Street Grade: At* / Above / Below
Topography: Level* / Slightly Sloping / Sloping
Shape: Rectangular* / Square / Triangular / Irregular
Visibility: F / G* / VG / E Access: F / G* / VG / E
Zoning: _____

NEIGHBORHOOD:
The subject neighborhood is defined as

_____ on the north,
_____ on the south,
_____ on the east, and
_____ on the west.

The neighborhood is approx 1 *miles/blocks N.A. (*direction) of the CBD.

Primary access to the neighborhood consists of _____ (main access like an Interstate highway) which runs _____ (direction) to _____ (place such as a city) and _____ (direction) to _____ (place such as a city).

The subject neighborhood is well* _____ located and easily accessible.

IF CORNER: (Primary) intersects with (secondary) at site's ~~NW~~ W N corner.

IF INTERIOR: (Primary) intersects with _____ (street) _____ (direction) of the subject and with _____ (street) _____ (direction) of the subject.

The neighborhood is a mixture of (pick what applies)
Residential* Rural Retail/Commercial* Light Industrial _____

NEIGHBORHOOD LIFESTAGE: Developing Expanding Developed* Stable _____

PHOTOS:
Front View of SP Street View Looking ___ Along _____
Side/Rear View of SP Street View Looking ___ Along _____

EXHIBIT B

Adam Friedenberg

From: Adam Friedenberg
Sent: Wednesday, January 30, 2008 4:54 PM
To: 'glebedev@bleaufox.com'
Subject: RE: Houtan Petroleum v. ConocoPhillips

Gennady, I will obtain and produce a copy of the complete appraisal report soon as possible. I am hopeful that will be tomorrow.

Regarding ConocoPhillips witnesses, I will provide shortly either addresses or confirmation that we will accept service of trial subpoenas. As you know, I have been in deposition all day and thus have not had an opportunity to address these issues sooner.

Regarding Rule 26 and expert disclosures, we are adding two witnesses: 1) Sandy Matthews, who is a ConocoPhillips employee, as a fact witness, and 2) Robert W. Wintz of Valuation Research Corporation, who will testify as an expert witness.

Also, to clarify, Peter Morrison has not testified in any other cases during the previous four years and has not authored any publications in the last ten years.

Adam

-----Original Message-----
From: Gennady [mailto:glebedev@bleaufox.com]
Sent: Wednesday, January 30, 2008 2:10 PM
To: Adam Friedenberg
Subject: Houtan Petroleum v. ConocoPhillips

Adam:

We still have not received a copy of your expert's appraisal report. Since you have failed to provide the appraisal pursuant to our agreement, Mr.
Plaine cannot be expected to give his full opinions regarding the appraisal at his deposition tomorrow. Nevertheless, please be advised that we do intend to have Andrew Plaine comment on ConocoPhillips' appraisal at trial.

Additionally, in your initial Rule 26 disclosures, ConocoPhillips listed names of several employees with relevant information regarding the case.
Instead of providing their addresses and telephone numbers as required by Rule 26, ConocoPhillips indicated that these individuals may be contacted through your firm as its counsel. Please advise if you will be accepting service of subpoenas of these individuals for trial. If not, I request that you provide their addresses and telephone numbers immediately.

Gennady L. Lebedev
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